

# VEDANTA LIMITED INVESTOR PRESENTATION

Feb'2022



# Resourcing India's rise Responsibly

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### **Uniquely Positioned To Deliver Sustainable Value**



# World-Class Natural Resources Powerhouse

- Diverse portfolio, strong exposure to right commodities – Al, Zinc, Silver, Oil & Gas
- Tier-1 low-cost assets
   with margin stability
   through commodity cycle
- Strong management team with track record of delivering growth
- Long-life assets with exploration upside

## Competitive position in Indian and Global market

- Well-placed to benefit from growing Indian economy, favorable regulatory environment
- Natural benefit from large market size and supply-demand gap

# Delivering growth by capacity expansion

- Production ramp-up across all businesses
- Unlock operating efficiencies through technology and digitalization
- Turnaround performance of acquisition assets

# Contributing to a sustainable development

- Net-carbon zero by 2050; reduce 25% carbon emissions by 2030
- Net water positive by 2030
- Channeling innovation for a greener business model
- Uplifting lives of people where we work and beyond
- Contributed ~₹ 21,607 crore to exchequer in H1
   FY22

3

### **Strong Growth Momentum Continues**





Environment, Sustainability Governance

- Aluminium became the LARGEST INDUSTRIAL CONSUMER OF RE<sup>1</sup> in India
- Jharsuguda collaborates with GEAR India for INDIA'S LARGEST E-Forklift Fleet
- Improved MSCI rating to B (earlier CCC) and CDP rating to B (earlier B-)
- Board has approved revised COC<sup>2</sup> to strengthen Corporate Governance
- 3,000<sup>th</sup> NANDGHAR³ established; benefitting 1,20,000+ children & 90,000+ women



Operational Performance

- Record performance at Aluminium, Zinc India, ESL and Facor
- Double digit growth across other business segments, sustained production at Oil
- Leveraging Portfolio with acquisition of NICOMET, became the sole producer of Nickel in India

Financial Performance



- Record Quarterly and 9 months Revenue, up 50% and 56% y-o-y respectively
- Highest Quarterly and 9 months EBITDA, up 42% and 73% y-o-y respectively
- Robust Balance sheet and liquidity position with net debt / EBITDA 0.7x

Shareholder Returns



- 2nd Interim Dividend paid in Q3 ₹ 5,019 crore (₹13.5 per share)
- Record YTD dividend of ₹ 32.0 per share; dividend yield of ~10%

## **Key Focus Areas For Value Delivery**





- ESG
  - Disproportionate focus on sustainable ways of working
  - Upgraded sustainability board committee to ESG board committee
- **Centre of Excellence set up**(R&D, Asset health, Innovation and Quality)
- Oigital transformation
- Business Potential Mapping
- Partnership with government
- 6 Brownfield Expansion
- People focus and Performance culture
- **8** Resources & Reserves

# Financial snapshot Q3 FY 2022



Revenue	EBITDA	EBITDA Margin <sup>1</sup>	Attributable PAT (before exceptional items)
₹ 33,697 cr	₹ 10,938 cr	37%	₹ 4,189 cr
Up 50% y-o-y	Up 42% y-o-y	Industry leading margin	Up 27% y-o-y
ROCE <sup>2</sup>	Cash and Cash equivalents	ND	ND/EBITDA
	equivalents		
c.25%	₹ 25,207 cr	₹ 27,576 cr	0.7x

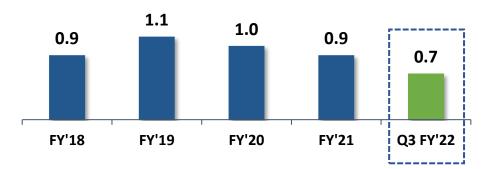
<sup>1.</sup> Excludes custom smelting at Copper Business.

<sup>2.</sup> ROCE is calculated as EBIT net of tax outflow divided by average capital employed.

### **Balance Sheet and Debt Breakdown**



### Net Debt / EBITDA – Maintained at low level



### Liquidity:

- Cash and cash equivalents at ₹ 25,207 crore

#### Net Interest:

- Interest Income Returns ~4.7%.
- Interest Expense Maintained ~8.1%
- Average term debt maturity at ~3.5 years

### Credit Rating:

- CRISIL rating at AA- with positive outlook
- India ratings at AA- with positive outlook

#### **Debt Breakdown**

(as of 31st Dec 2021)

Debt breakdown as of 31 <sup>st</sup> Dec 2021	(in \$bn)	(₹ in 000' Cr)
Term debt	6.3	46.8
Working capital	0.4	2.9
Short term borrowing	0.4	3.1
Total consolidated debt	7.1	52.8
Cash and Cash Equivalents	3.4	25.2
Net Debt	3.7	27.6
Debt breakup (\$7.1bn)		
- INR Debt		91%
- USD / Foreign Currency Debt		9%

# **Strategy to Enhance Long Term Value**





**Continue Focus on World Class ESG Performance** 



**Augment Our Reserves & Resources Base** 



**Operational Excellence and Cost Leadership** 

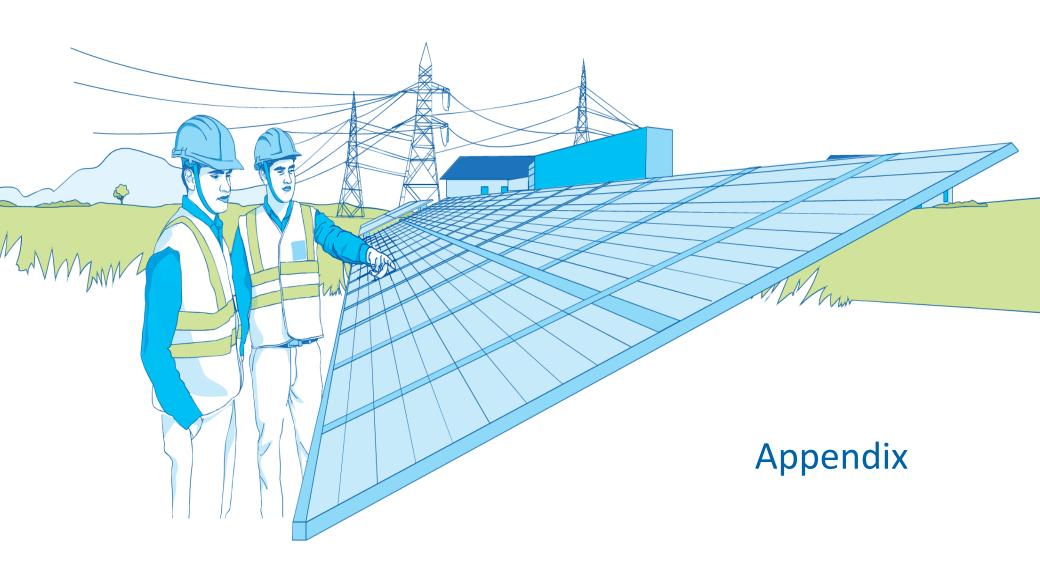


**Optimise Capital Allocation & Maintain Strong Balance Sheet** 



**Delivering on Growth Opportunities** 





### **Expansion Underway in all Businesses**

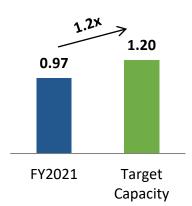


### Low Costs Assets Leading to Significant Production Ramp-up across all Businesses

#### **Zinc India**

✓ All expansion projects related to 1.2mtpa mined metal capacity are completed

(mined metal Mtpa)



#### Zinc International

Gamsberg on track to realise full capacity

(Gamsberg mined metal kt)

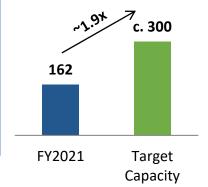


#### Oil & Gas

# Growth projects including:

- EOR
- Tight Oil & Gas
- Infill and upgrade projects
- Exploration incl OALP

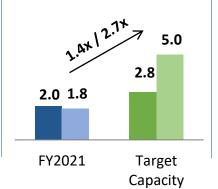
(kboepd)



#### **Aluminium**

- Ramp-up of
  Jharsuguda II total
  smelter from 2.0
  Mtpa to 2.3 Mtpa
- Ramp-up of Alumina from to 2.0 Mtpa to 5.0 Mtpa

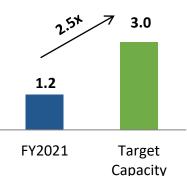




#### Steel

- Achieved 1.5
   Mtpa hot metal production run rate
- Expansion to 3.0 Mtpa

(kt)





# **Aluminum**

- Largest aluminum capacity in India with captive power and an alumina refinery
- 9th largest Aluminium producer globally in terms of smelting production<sup>1</sup>



# **Zinc & Silver**

- ✓ One of the Largest integrated zinc- lead smelter
- ✓ Rampura Agucha largest\* underground mine globally
- √ 6th largest silver producer globally
- ✓ Gamsberg one of the largest zinc deposits in the world



# Oil & Gas

- ✓ India's largest privatesector crude oil producer
- One of the lowest cost producers in the world
- ✓ Strong exploration fundamentals supports reserves and resources growth (OALP 51 blocks having >5.5 mmboe with 65,000 sq km average)



# Iron & Steel

- ✓ India's largest private
  sector exporter of iron ore
  since 2003, according to
  the Federation of Indian
  Mineral Industries
- ✓ ESL Steel is engaged in the manufacturing of steel with a total current capacity of 1.5 Mt per year and the potential to increase to 3 Mt per year



Complemented by other key business segments including Copper & Power

\*Source: Wood Mackenzie.

### **Key Operational Highlights**



### Q3 FY2022

- ✓ Aluminium, record aluminium\* production of 578kt
- ✓ **Zinc India**, record refined metal production of 261kt
- ✓ Zinc International, Gamsberg production at 41kt down 5% y-o-y
- ✓ O&G, Infill wells development projects commenced
- ✓ Iron Ore, Karnataka sales at 1.5 Mnt up 24% y-o-y; Commercial operations started at recently acquired Cement Plant
- ✓ NICOMET acquisition: Became the sole producer of Nickel in India
- ✓ ESL, record hot metal production at 379kt post acquisition; highest ever saleable production at 350kt post acquisition
- ✓ FACOR, achieved highest Fe Chrome production of 20kt

#### 9M FY2022

- ✓ Aluminium, highest aluminium\* production of ~1.70 Mnt and alumina production of ~1.47 Mnt
- ✓ **Zinc India**, best-ever mined metal production of 722kt
- Zinc International, Ever highest Gamsberg production of 126kt
- ✓ O&G, production increased to 163 kboepd
- ✓ Iron Ore, record hot metal production of 612kt at VAB
- ✓ ESL, saleable production 933kt enhanced through improvement of furnace performance
- ▼ FACOR, achieved record Fe Chrome production of 58kt and ore production of 206kt

### **Vedanta Growth Trajectory – Focus On Growth Projects**



### **Well Invested And Consolidated Assets: Driving Growth**



Color Key Organic Inorganic

### **Vedanta Cares: Roadmap for ₹ 5,000 crore in Next 5 Years**



Vedanta has spent more than ₹ 2,000 crore in the last 5 years in CSR

Footprint: Over **75 Lacs people to be benefitted** in next 5 years

Launch of Swasth Gaon Abhiyaan

Working with **Global Partners** 

#### **Health Care**

# **20 Lakh** people to be benefitted

- Priority towardsCOVID relief
- Super specialty cancer Hospital (VMRF)

# Women & Child Development

# **25 Lakh** women and children to be impacted

- Nand Ghar: Flagship project
- Women empowerment, early childhood care

### **Animal Welfare**

# World Class Veterinary Care

 India's first of its kind animal welfare project

### **Sports**

# Benchmarked to World Class training infrastructure

 Promoting grass root level sports for encouraging youth to become globally competitive

# CSR across Business Units

# **32 Lakh**beneficiaries from communities

- Education
- Skills
- Water and Sanitation
- Agriculture

# Transforming for Good: Actions in support of the greater good



### Net Zero by 2050 or sooner

- 1. RENEWABLE ENERGY | 2.5 GW RTC by 2030; reducing 25% absolute GHG emissions
  - 500 MW Round-the-Clock RE power purchase under final approvals
  - Vedanta becomes largest industrial consumer of Renewable Energy in India Purchased 2 Billion+ Units of RE from IEX/PXIL leading to 1.54 MnT CO2e reduction
- 2. FLEET ELECTRIFICATION | 100% LMV fleet conversion to EV by 2030
  - JSG | Collaborated w GEAR India | Supply of lithium-ion fork-lifts | India's largest e-forklift fleet;250KLPA Diesel saving
  - HZL | Signed MoU w Normet & Epiroc | Supply of battery-powered UG mining fleet
  - ESL | Tie-up w Tata Motors for EVs (LMV) | Tie-up with Eveez for 100% EVs for within the Plant transportation
  - Cairn | Commits 100% fleet electrification by 2025
- 3. FUEL SWITCH | Structurally moving towards cleaner fuels
  - VAL-Lanjigarh signs partnership w GAIL | Supply of **Natural gas** for Refinery | **Potential for** ↓ **plant GHG intensity by** 10%
- 4. PLANTATIONS & AFFORESTATION
  - HZL 1 Mn trees '25 | Cairn 2 Mn trees '30 | VAL-J plants 20k tree in 1-day; 250k YTD
- 5. PARTNERSHIPS & COLLABORATIONS
  - MoU to be signed with TERI as implementation partner for multiple Environmental initiatives Water, Habitat, Climate

# **Transforming for Good: Actions in support of the greater good**



### Other critical ESG actions

### 1. WATER | Net water positive by 2030

- a. Onboarded Agency for water positivity roadmap, water accounting across BUs
- b. High impact initiatives Ash pond water reuse at Al | Rain-water harvesting at Cairn | STP water usage at HZL | ZLD at ESL/HZL Projects in progress
- c. 3,000 KLD Zero Liquid Discharge plant commissioned at HZL's Debari unit

# 2. WASTE MANAGEMENT & CIRCULAR ECONOMY | Aim for 100% utilization of HVLT wastes

- a. Specific projects underway for Jarofix, Red mud, Slag, Fly ash 100% utilization |
   Utilized 106% of fly-ash generated YTD
- **b. VAL-BALCO** | **Dispatched** fly-ash 1<sup>st</sup> rake to Cement ind. **(6.1kt)** | Partnered with NHAI 12-13% annual fly ash offtake
- c. VAL- Lanjigarh- 32kT Red mud dispatched to Wonder Cement & Ultratech for Pilot

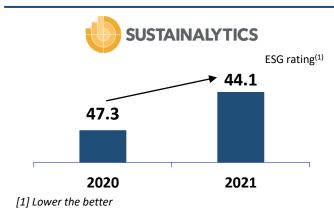
### 1. DIVERSITY & INCLUSION | Promote gender parity, diversity & inclusivity

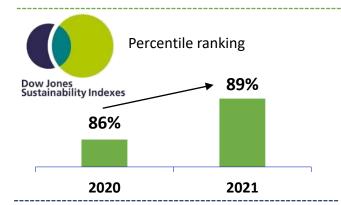
- a. Diversity, Equity & Inclusion Council established
- b. All women security teams deployed at Cairn & VAL | "Women's mine" at Zawar

#### 2. COMMUNITY

a. 3,000th Nandghar established to benefit 1,20,000+ children & 90,000+ women

### **ESG Rating Improvements**





MSCI B rating in 2021 (ccc in 2020)

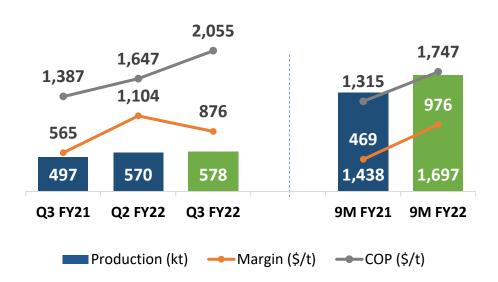


**B** rating in 2021 (B- in 2020)

# **Aluminium: Success Continues; Growing Value in Dynamic World**

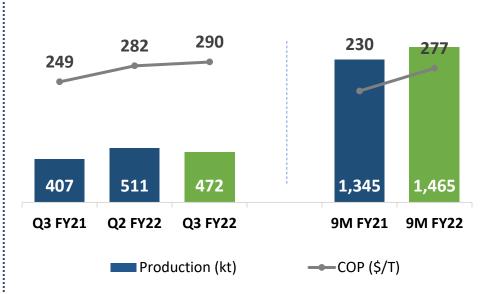


### **Highest Ever Aluminium Production**



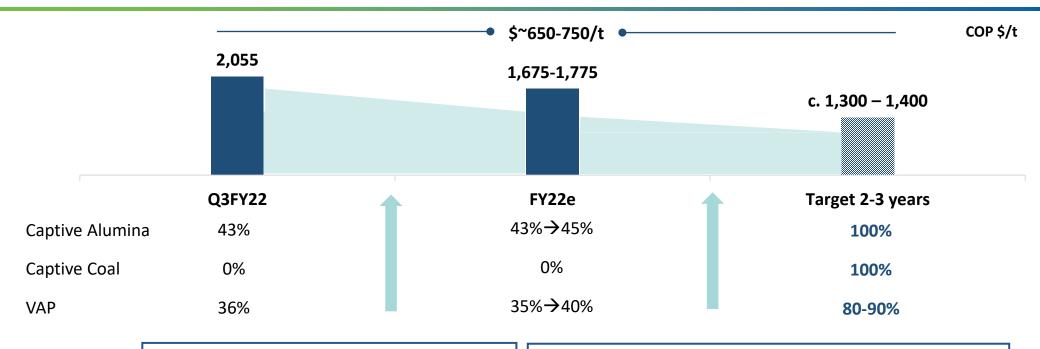
- Record quarterly aluminium production up 16%
   y-o-y and 2% q-o-q
- Highest 9M production up 18%
- Q3 & 9M cost impacted by increase in input commodity prices and power cost

### **Alumina Production and COP**



- Quarterly production, up 16% y-o-y and down 8%
   q-o-q on account of planned annual shutdown
- Highest 9M production up 9% on account of operational excellence
- Lanjigarh Expansion: EC received for 6 Mnt, site progress on track

# Aluminium: Focus on forward & backward integration to bring structuse vedanta changes & reduce market induced volatility



- ✓ Alumina: Optimised local and global bauxite source mix, Continued 100% capacity utilization
- ✓ Power: Tranche V coal materialization
- ✓ Operational Excellence across Power Plants, Refinery & Smelters

- ✓ Alumina: Lanjigarh Expansion from 2→ 5 MTPA
- ✓ Power: 100% Tranche V coal materialization; Operationalization of Jamkhani, Radhikapur (West) and Kurloi (North) coal block
- ✓ Asset Reliability/Optimization Program across units
- √ 420 Ktpa Billet and 130 Ktpa Rolled Product at BALCO
- √ 120 Ktpa Billet and Aluminium Park at JSG

# Zinc India: Future-ready Mines to Drive Growth

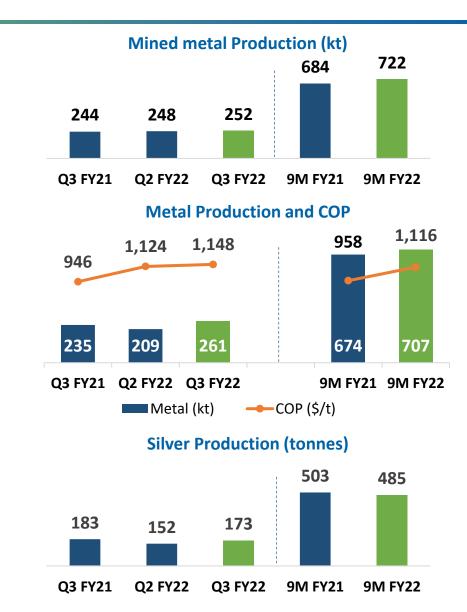


### **Key Highlights Q3:**

- Mine metal production up 3% y-o-y and 2% q-o-q
- Record refined metal production; up 11% y-o-y and 25% q-o-q
- Silver Production marginally down 5% y-o-y in line with lower lead metal production; up 14% q-o-q on depletion of the Silver WIP
- CoP up 21% y-o-y and 2% q-o-q due to higher coal cost (including lower linkage coal supply) and input commodity inflation partially offset with higher volume and operational efficiencies

### **Key Highlights 9M:**

- Highest mined metal production at 722 kt; up 6%
- Metal production up 5%
- Silver production down 4%

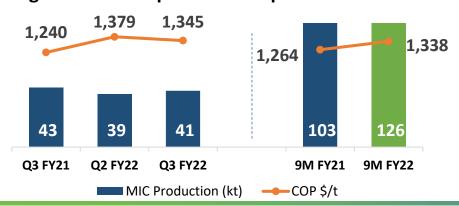


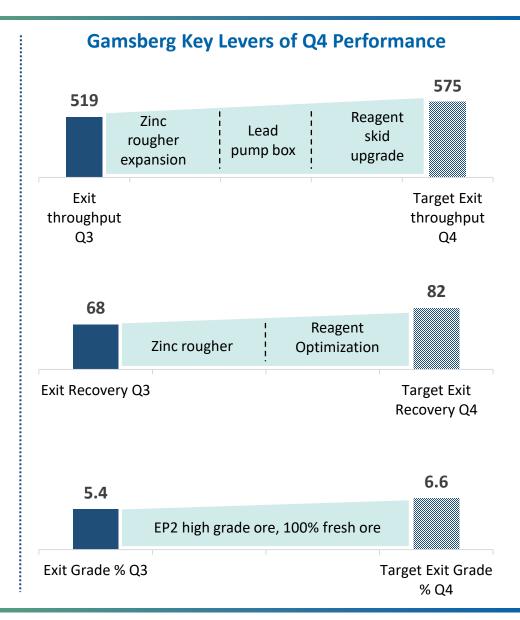
# Zinc International: Gamsberg Positioning for Long Term Value Creation vedanta



### **Key Highlights Gamsberg:**

- Q3 production down 5% y-o-y due to lower Zinc recovery and up 6% q-o-q on account of higher tons treatment
- Q3 CoP up 8% y-o-y due to input commodity inflation and down 2% q-o-q in line of higher MIC production
- Successful commissioning of Filter press 3 in Q3; this is key to 575tph enabler, enhancing processing capability by ~1.5kt MIC
- 9M CoP up 6% y-o-y due to high strip ratio and exchange rate appreciation
- **Highest 9M MIC production up 22%**





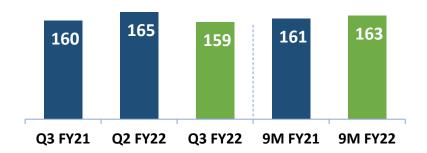
# Oil & Gas: Stable Operations, Focus on Delivery of Growth Projects



### **Operations**

- Production: Y-O-Y 9M average production rate up from 161 Kboepd to 163 kboepd
- Opex: Operating cost at \$10.3/boe in Q3 FY22 vs \$9.1/boe in Q2 FY22, primarily due to increase in polymer prices & consumption.

### **Gross Production (kboepd)**



### **Development Projects**

- Mangala Infill: 10 new wells online
- Tight Oil (ABH): 5 well program commenced
- Tight Gas (RDG): 27 well program commenced
- Satellite Field (NI): 3 well program commenced
- Offshore (Cambay): 4 well program commenced
- New projects to start in Q4 FY22:

Project	No of Wells	EUR (mmboe)
Aishwarya	25	13.2
Bhagyam	14	7.6

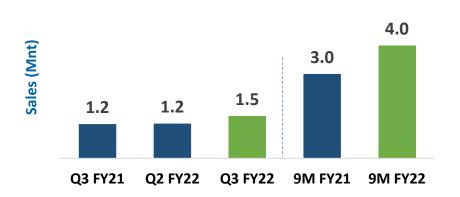
### **Exploration Projects**

- OALP: 8 Wells drilled, 2 drilling in progress
  - Cambay (Jaya-1): Early monetization in Q4FY22
  - Hazarigaon: Early monetization in Q4FY22

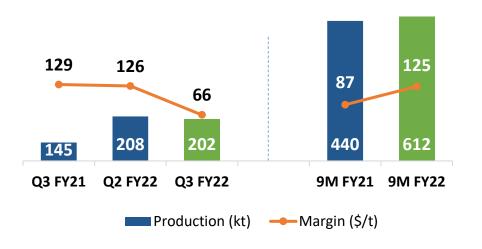
### **Iron ore: Continued Performance Growth Trajectory**



### **Sustaining growth at Karnataka**



### **Consistent performance at VAB**



### **Key Highlights Q3:**

- Karnataka sales up 24% y-o-y and 22% q-o-q
- VAB production up 39% y-o-y and down 3% q-o-q
- VAB margin down 49% y-o-y and 48% q-o-q due to lower pig iron prices and high coking coal price
- Commercial operations started at recently acquired
   Cement Plant

### **Key Highlights 9M:**

- Karnataka sale up 33%
- Record Hot Metal production at VAB; up 39%
- Margin up 43% through operational efficiencies

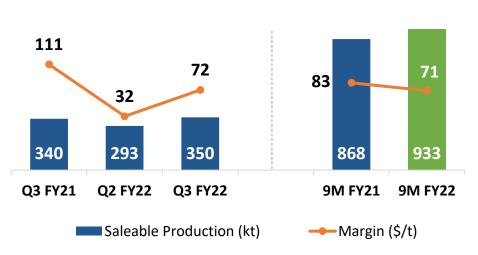
With the Successful acquisition of Nickel & Cobalt plant at Goa, Vedanta has become

THE SOLE PRODUCER OF NICKEL IN INDIA

# **ESL Steel: Towards Long Term Organic Growth**







### **Key Highlights 9M:**

- Saleable Production up 7% through improvement of furnaces
- Margin down 14% due to softening of steel prices partly offset by increased VAP mix to 74% from 67%

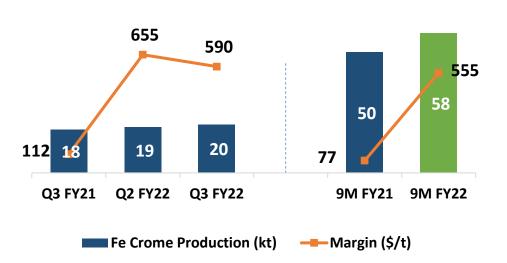
### **Key Highlights Q3:**

- Record Hot Metal production post acquisition, up
   2% y-o-y and 20% q-o-q
- Sinter plant and Blast Furnace have stabilized in Q3 resulting improved Hot Metal production
- Highest ever saleable production post acquisition, up 3% y-o-y and 19% q-o-q; improved furnace performance post shutdown in Q2 FY22
- Margin down 35% y-o-y and up by 125% q-o-q due to plant shutdown expenses and higher commodity prices
- Ecommerce sales rolled out and online orders being accepted

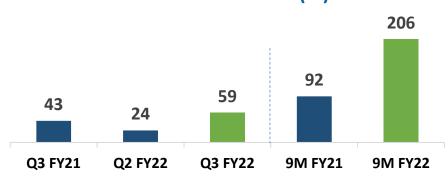
### **FACOR: Delivering Stronger Growth**







### **Ore Production (kt)**



### **Key Highlights Q3:**

- Achieved highest quarterly Fe Chrome production;
   plant productivity enhancement by ~5%
- EBITDA margin 5x y-o-y and down 10% q-o-q majorly impacted by high coke prices
- Ore production up 37% y-o-y and 151% q-o-q through continuous operations of both the mines

### **Key Highlights 9M:**

- Highest Fe Chrome production up 16%
- Record Ore production up 124%
- Highest EBITDA margin ~7x