

# **Investor Presentation**



VEDANTA LIMITED June 2021

## DESH KI ZAROORATON KE LIYE ATMANIRBHAR BHARAT KE LIYE



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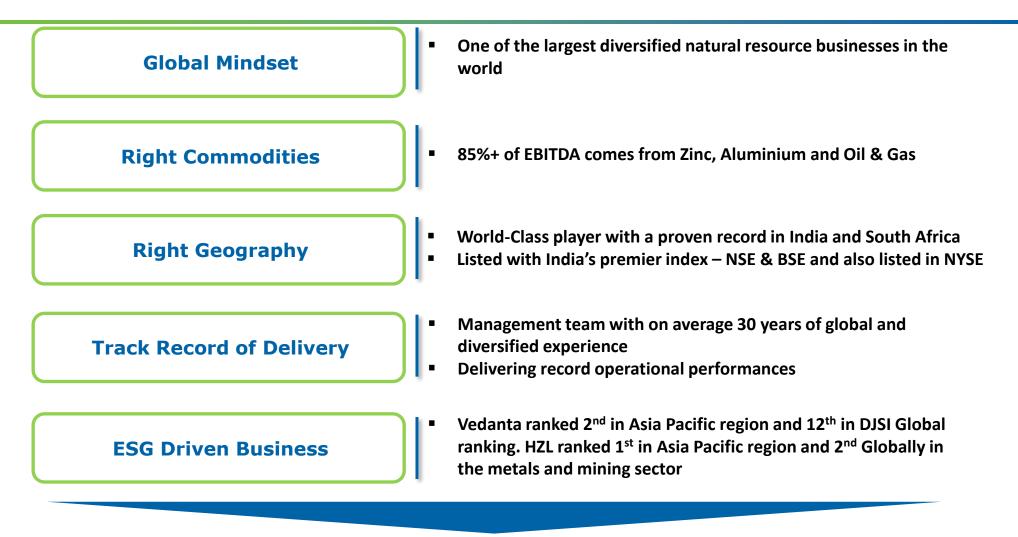
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#### **Vedanta: World-Class Natural Resources Powerhouse**





Diversified Cash Flow Underpinned by Low Cost Asset Base and Strong Macro Driven Growth Potential



Achievements in FY 2021	0	on track to Achieve Vedanta's Vision
<ul> <li>Water Savings of 2.03 mm3</li> <li>1.86 million GJ Energy Savings</li> <li>Reduced GHG emissions by 13.0 million tonnes</li> <li>93.7 % of total waste utilized of the total waste generated (16.84 MT out of 17.97 MT)</li> </ul>	Environment	<ul> <li>Zero discharge across all our sites</li> <li>20% reduction in GHG emission intensity by 2025 from a 2012 baseline</li> <li>Review of site biodiversity risk across all locations</li> </ul>
<ul> <li>Contributed ₹ 34,526 crore to Exchequer in FY21</li> <li>Touching the lives of 42 million people through our various CSR programs</li> <li>Social Investment of ₹ 331.12 crore</li> <li>1000 Nand Ghars* constructed in FY21 (total 2300+ till 31<sup>st</sup> Mar 2021)</li> <li>Direct and indirect employment of 70,000+</li> </ul>	Social	<ul> <li>Social Investment: no less than 2% of PAT</li> <li>Skilling to improve employability of 60,000 youth by 2025</li> <li>4,000 Nand Ghars* to be constructed by 2022</li> </ul>
<ul> <li>25% diversity in Vedanta Limited's Board and Group Management Committee</li> <li>Highest level of values and transparency; Strict adherence of code of conduct</li> <li>Board Sustainability Committee in place</li> <li>Executive Committee in place</li> </ul>	Governance	<ul> <li>Achieve 33% female representation at Vedanta across all key decision-making bodies</li> <li>Ensuring right Management in Place with defined deliverables in terms of Volume, Cost &amp; EBITDA and succession for each business</li> </ul>

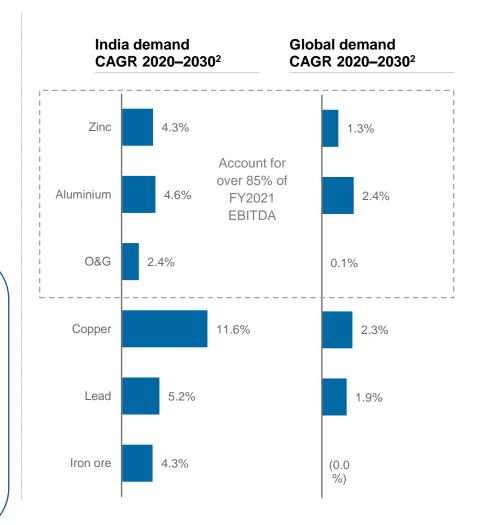


#### Vedanta has unparalleled exposure to India, the world's fastest growing major economy with excellent diversified exposure

		2021	2030	CAGR	World CAGR
到	GDP (real terms)	\$2.8trn	\$4.8trn	6.3%	3.1%
s S	GDP per capita (real terms)	\$7.8k	\$12.5k	5.4%	2.2%
<b>Ť</b> iŤ	Population	1.4bn	1.5bn	0.8%	0.9%

#### **Supportive Government Policies :**

- Government focus on domestic commodity production
- National Infrastructure Pipeline: impetus to infrastructure
- Coal sector opened-up for commercial mining
- National Mineral policy (NMP). Hydrocarbon Exploration and Licensing Policy (HELP)
- Taxation Laws (Amendment) Act'19 : favorable tax regime
- Insolvency and Bankruptcy code: Improved recovery rate of stressed assets





## 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.

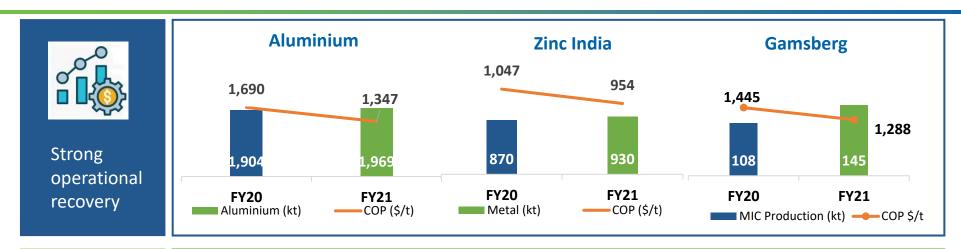


Production	Cost of Production	R&R		
Records	Lower	Advancing		
At Zinc India, Aluminium & Zinc International	Across all the businesses	Enhancing life and R&R base		

Reliability	Technology & Digitalization	COVID-19		
Improved	On Track	Highest safety standards		
No major operational disruptions	Enabled operational excellence and growth	Ensuring well-being of employees /partners Contribution to Society		

#### **Delivering Strong Operational Performance in Challenging times**







translating into record performance in FY 2021

#### **Record Production:**

- Ever highest Aluminium production of 1,969kt, with 2.1 Mtpa run rate achieved in Q4. On journey towards achieving potential of 2.3-2.4 Mtpa
- Zinc India: Ever highest Mined Metal production in Zinc India of 972kt
- Record Silver production of 706 tonnes
- Zinc International: Record Gamsberg production of 145kt, up 34%

#### Proven cost leadership:

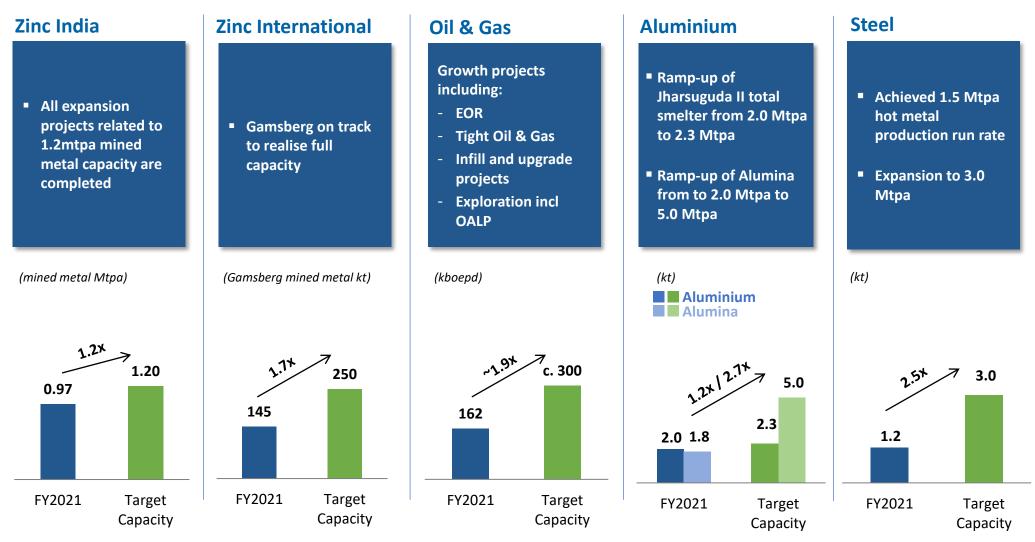
- Lowest Aluminium COP in last 7 years at \$ 1,347/t, down 20%
- Zinc India: Lowest COP at \$954/t since UG transition, down 9%
- Zinc International: Gamsberg COP at \$1,288/t, down 11%

<u>Strong price recovery:</u> commodity prices rallied surpassing pre-covid levels

Strong EBITDA \$ 3,689 mn, up 30% y-o-y. Robust EBITDA margin\* of 36%



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





EBITDA	Attributable PAT (before exceptional items)	Gross Debt	ND
\$ 3,689 mn	\$ 1,640 mn	\$ 7,780 mn	\$ 3,331 mn
30% up	Strong financial performance	~4% lower	

EBITDA Margin *	ROCE #	Cash & Cash Equivalents	ND/EBITDA
36%	c.19%	\$ 4,450 mn	0.9x
Industry leading margin	Improved double digit	Strong liquidity position	Maintained at low level

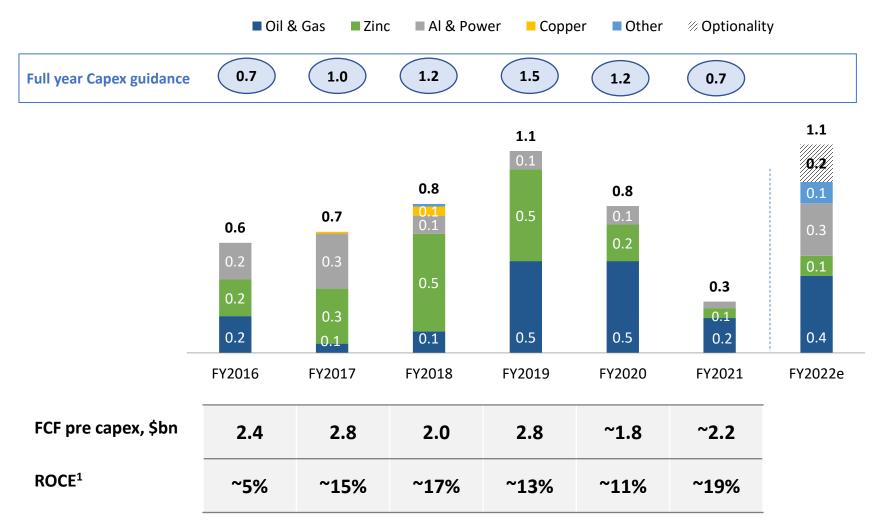
\* Excludes custom smelting at Copper India and Zinc-India operations.

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

Note: Exchange rate for converting INR number in \$mn. For P&L numbers ex rate is 74.1056 and for balance sheet numbers ex rate is 73.2973



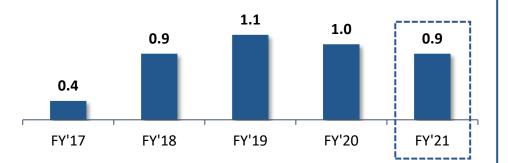
Growth CAPEX Profile, \$bn



1. ROCE is calculated as EBIT net of tax outflow divided by average capital employed



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



#### • Liquidity:

- Cash and cash equivalents at \$ 4,450 mn

- Net Interest:
  - Interest Income Returns ~5.9%.
  - Interest Expense Maintained ~7.9%
- Average term debt maturity maintained above 3 years
- Credit Rating:
  - CRISIL rating at AA- with stable outlook
  - India ratings at AA- with stable outlook

#### **Debt Breakdown**

(as of 31<sup>st</sup> Mar 2021)

Debt breakdown as of 31st Mar 2021	(in \$bn)
Term debt	7.3
Working capital	0.2
Short term borrowing	0.3
Total consolidated debt	7.8
Cash and Cash Equivalents	4.4
Net Debt	3.3
Debt breakup (\$7.8bn)	
- INR Debt	90%
- USD / Foreign Currency Debt	10%







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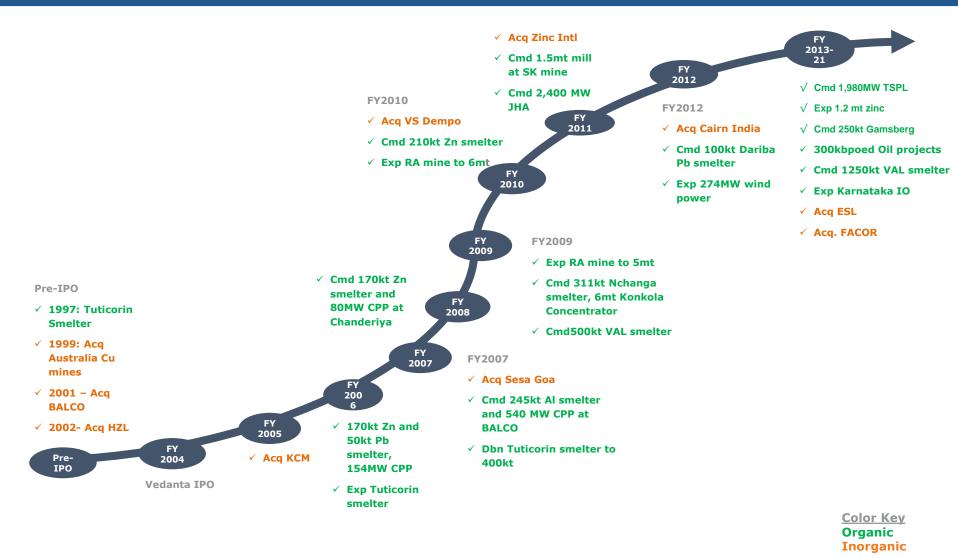
# Appendix

### DESH KI ZAROORATON KE LIYE ATMANIRBHAR BHARAT KE LIYE

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



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







No impact on operations in current FY, during lockdown given essential nature of all businesses

Low cost production with positive FCF One of the lowest cost producers across various commodities, with positive FCF generation even under low commodity price environment

**High safety Standards** 

Strict adherence to global WHO standards with physical distancing, extensive cleaning and quarantine areas on sites

Flexibility in capital expenditure

Continued evaluation of capital expenditure profile with flexibility to adjust spending based on global demand and cashflows

# Pro-active approach to maintain operational resilience and steady cash flows under COVID-19



Vedanta Cares 1,000 bed initiative in 10 locations across India will add 10 ventilator-equipped beds, 90 oxygen-support beds in each location.



Global Standards to Manage Health & Hygiene at Workplace; 24\*7 health helpline for employees and their family members;



5x of gross salary insurance cover for employees to relieve anxiety and pressure



A series of health webinars & awareness programmes for employees & community alertness



Making arrangements for 5 lakh vaccines for employees, partners and their families and local communities, when available



Dedicated COVID Task force ensuring oxygen Procurement and bed facilities for employees

#### **Helping Community**

- Aluminium, Cairn, HZL have added almost 1000 additional beds in existing hospitals.
- Tuticorin oxygen plant re-started for 4 months to produce oxygen (Capacity: 1,050 tonnes per day)
- HZL has also set up oxygen bottling plant to produce 500 cylinders per day
- HZL, ESL and Iron Ore businesses have provided 121 MT of oxygen and critical equipment's to hospitals in Rajasthan, Jharkhand & Goa

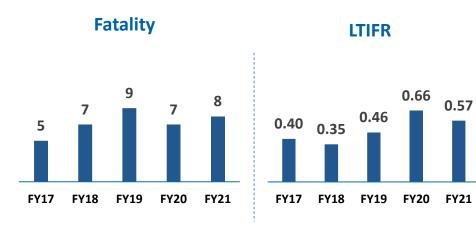


	Safety Program Update
Focus on Learning and Improvement	<ul> <li>Comprehensive focus on HSE at CEO and Group ExCo Level; Consequence Management program set up</li> <li>New Vedanta-wide Fatality Investigation Procedure</li> <li>Working groups focusing on critical risks – vehicles &amp; driving, LOTO &amp; PTW etc.</li> <li>Theme based learning of safety incidents</li> </ul>
Training	<ul> <li>ICAM training for improving investigation quality</li> <li>Cross business safety audit training conducted across businesses</li> <li>Comprehensive CHESS module launched</li> </ul>
Business partner management	<ul> <li>Standardization of business partner safety management system across Vedanta</li> <li>MIP &amp; categorization of BP</li> </ul>

242

71

FY18





243

67

FY19

250

71

FY20

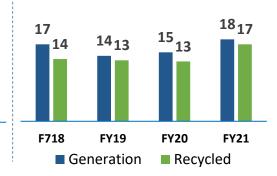
■ Consumed ■ Recycled

270

83

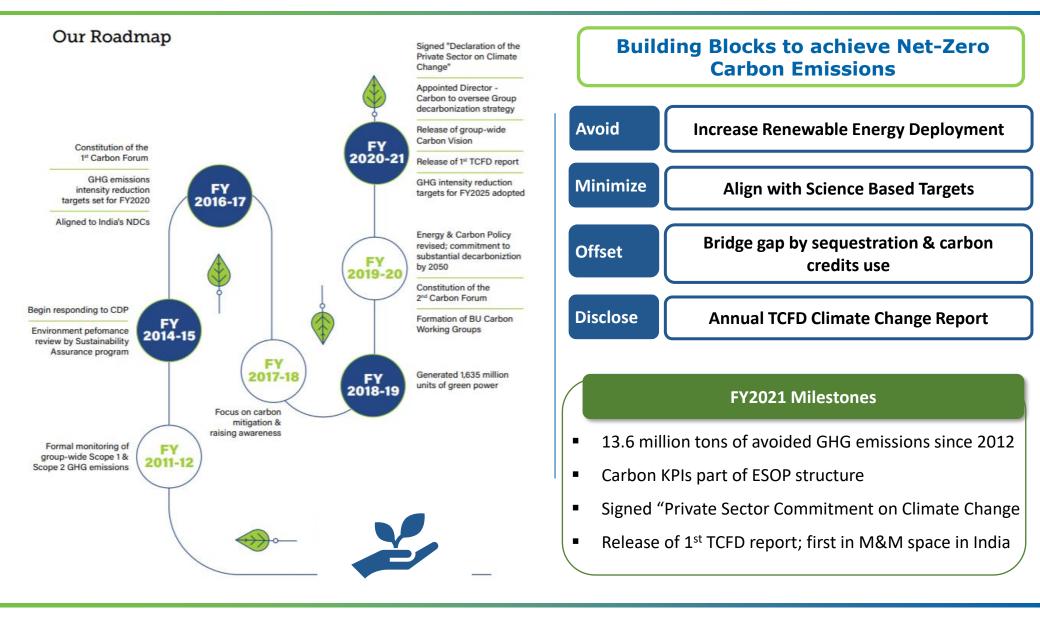
FY21





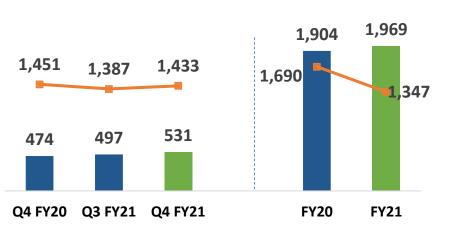
#### **Climate Change Roadmap**





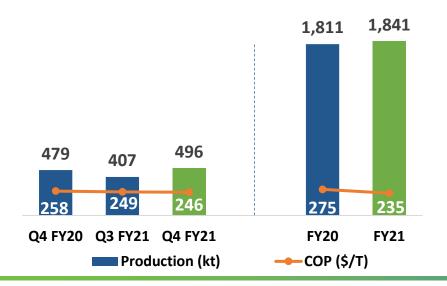
#### **Aluminium: Success Continues; Growing Value in Dynamic World**





**Aluminium Production & COP** 

**Alumina Production & COP** 



#### **Performance Update**

#### **Quarter Performance:**

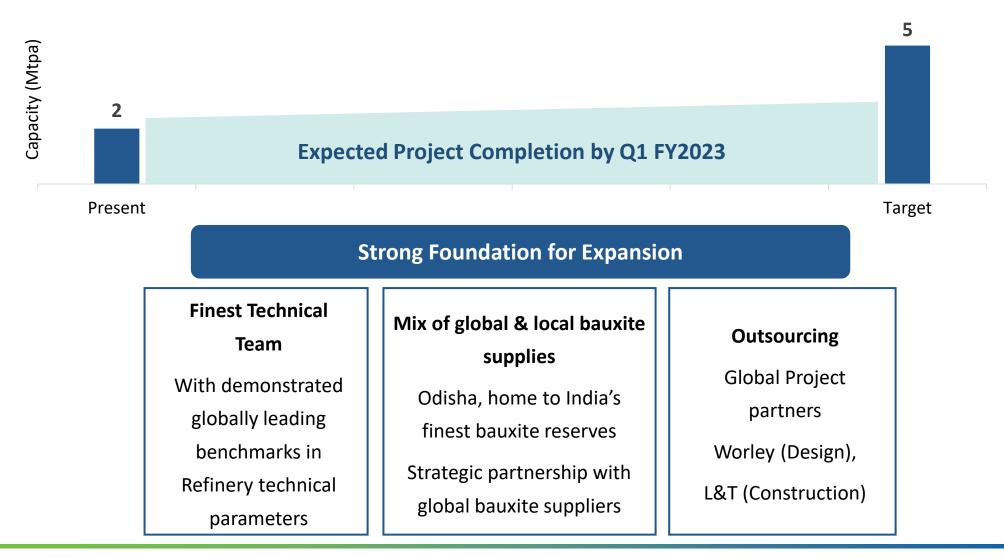
- Highest ever Aluminium production 531 kt\*, up 12% y-o-y and 7% q-o-q
- Aluminium COP \$ 1,433/t, down 1% y-o-y and up 3% q-o-q
- Lanjigarh production 496 kt, up 4% y-o-y and 22% q-o-q
- Lanjigarh COP at \$ 246/t, down 5% y-o-y and 1% q-o-q

#### **Full Year** Performance:

- Highest ever Aluminium production 1,969 kt\*, up 3%
- Lowest Aluminium COP in last 7 years at \$ 1,347/t, down 20%
- Highest ever Alumina production 1,841 kt, up 2%
- Alumina COP at \$ 235/t, down 15%
- Jamkhani and Radhikapur (West) Coal Block: Coal Mine
   Development and Production Agreement signed with Govt. of
   India



#### Grow Into Among One Of The Largest Single-location Alumina Refineries In The World

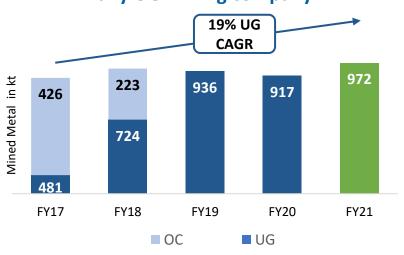




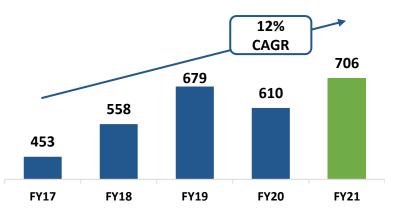
#### **Performance Update**

- Highest ever Ore production of 15.5 million MT
- Highest ever Mined Metal Delivered of 972kt, up 6% primarily on account of higher ore production with overall grades
- Highest ever Metal production since underground transition of 930kt, up 7%
- Lowest ever Zinc COP excluding royalty since underground transition at \$954/t, lower by 9%
- Rampura Agucha is the largest<sup>#</sup> underground mine globally
- Highest ever Silver metal production at 706 tonnes, up 16%
- Increasing share of Silver EBITDA contribution in portfolio to 1/3<sup>rd</sup>

# Sustained production post-transition to fully UG mining company





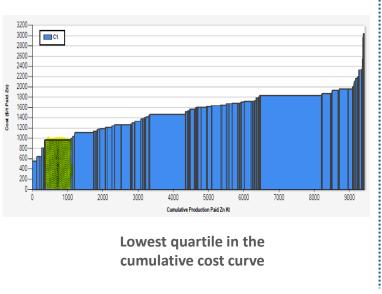


# Source: Wood Mackenzie



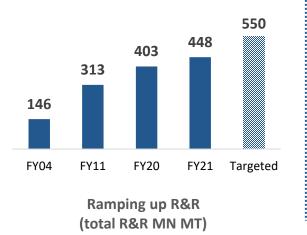
#### **Strengthen Cost Leadership**

- Digitalization
- Autonomous vehicles
- Ancillary plants
- Power optimization



#### Portfolio of Mines with Long Life

- Upgrading R&R through world class technologies
- Implemented high-dimensional analysis of ore-bodies at all mines
- Maintain a digital core library for elemental analysis, alteration zones & structural data

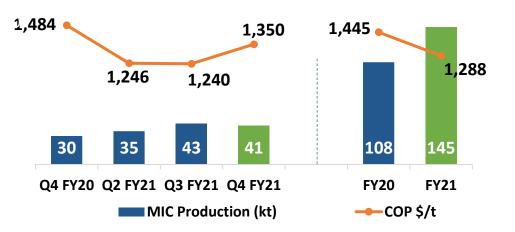


#### Transition to a Circular Economy

- Focus on technology and innovation to
  - Reduce
  - Reuse
  - Recycle waste

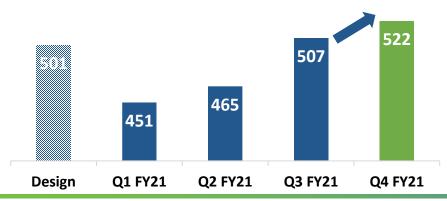


Source: WoodMackenzie



**Continued Performance Ramp Up** 

#### Consistent Improvement in Milling Throughput (tph)



#### **Performance Update**

#### **Quarter Performance:**

- Highest milled tonnes achieved at 961kt in Q4 and best displayed mill throughput at 522tph
- Highest daily production achieved in March at ~700 tonnes
- Least amount of mill stoppages in Q4, down 32% q-o-q
- Higher COP due to lower recoveries, exchange rate appreciation and higher stripping

#### **Full Year Performance:**

- Continued production ramp up to 145kt vs 108kt, up 34%
- COP at \$1,288/t vs \$1,445/t, down 11% through better recoveries and consumables cost efficiencies.

#### VEDANTA LIMITED - INVESTOR PRESENTATION



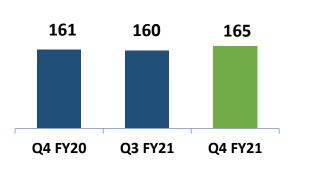
145kt FY21 Mining	Four Key Priorit	ties Going Forward Concentra	190-210kt FY22e tor Focused
Equipment Run-hours Improvement	Additional Resource to gear up Mining	Recovery Ramp up	Increase Mill Throughput
Increase Equipment working hours by 30%	Expedite on-boarding and integration of 2 additional business partners	Improve recovery from ~75% to ~85%	Increase Mill and Crusher throughput. Target ore treatment of ~4.8 Mtpa



#### **Operations**

- Production: Increased to 165 kboepd in Q4 FY21 vs 160 kboepd in Q3 FY21
- Opex: Operating cost at \$ 9.0/boe in Q4 FY21 vs \$7.7/boe in Q3 FY21, increase primarily due to workover & maintenance activities

**Gross Production (kboepd)** 



#### **Growth Projects**

- Gas Terminal: Ramp-up by ~15kboepd underway. Gas offtake impacted by Covid in Gujarat
- Aishwariya Barmer Hill: Facility commissioned; wells hook up in progress to increase volumes from ~8k to 11 kboepd
- MBA Infill & Polymer: Polymer injection ramped up to 3-5 kboepd
- Liquid Handling: Facility commissioned

#### **Upcoming Growth Projects:**

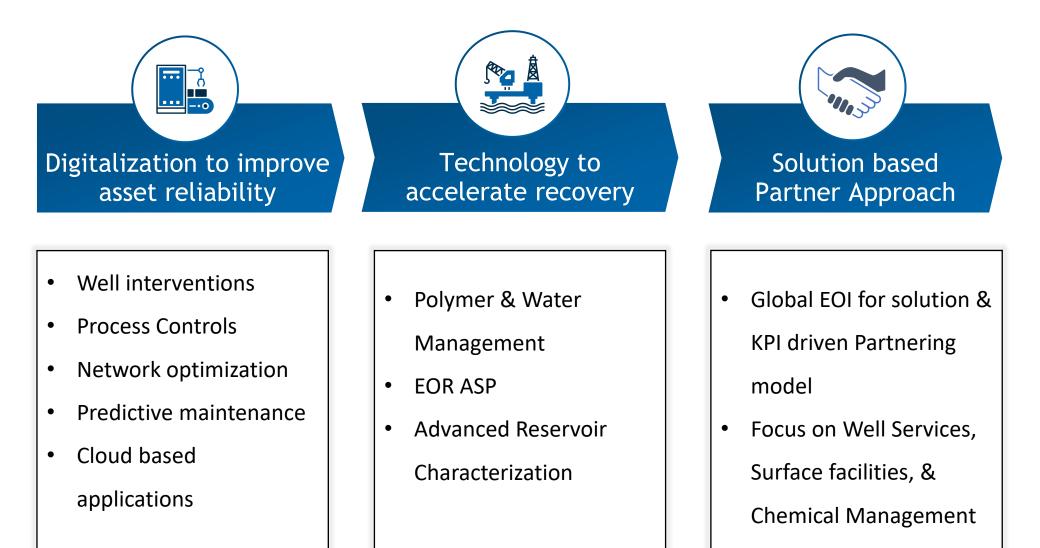
- Infill wells in Mangala, Bhaygam, RDG, ABH, NI and offshore fields
- Exploration wells in Rajasthan and offshore to augment resource base

#### OALP

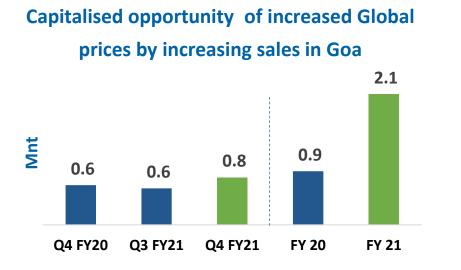
- Drilling: 15 well exploration drilling program commenced across basins:
  - Rajasthan: Drilling preparation going on for the next 2 wells.
  - Assam: Drilling ongoing (well FW-001)
  - Cambay: Drilling ongoing (well HCL-2)

#### **Oil & Gas: Digitalisation & Partnering to Drive Efficiency & Recovery**

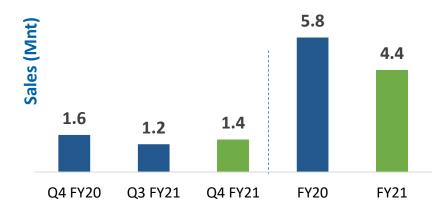






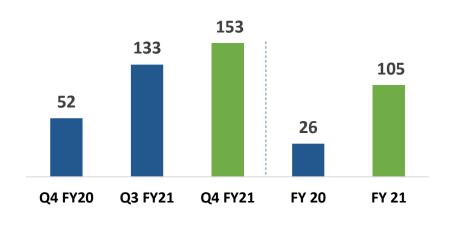


#### Strong Performance at Karnataka



#### **Value Added Business**

- Benefitted by domestic steel prices and International coal prices
- Margin improvement through efficiency enhancement project in our largest Blast
   Furnace and better by-product credit



#### Margin (\$/t)



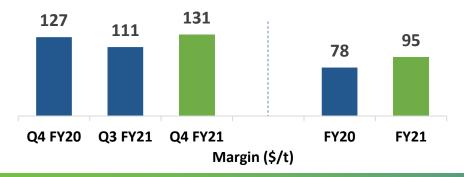
#### **Performance Update**

#### **Quarter Performance:**

- Robust margin of \$131/t, highest in FY21
- Saleable Production of 319kt, flat y-o-y and down 6% q-o-q
- Sales of 323kt, up 6% y-o-y and down 3% q-o-q

#### **Full Year Performance:**

- Saleable production of 1,187kt, down 4% due to covid lockdown
- Sales 1,231kt, up 4%
- Margin of \$95/t, up 23% on account of favorable macro economic factors



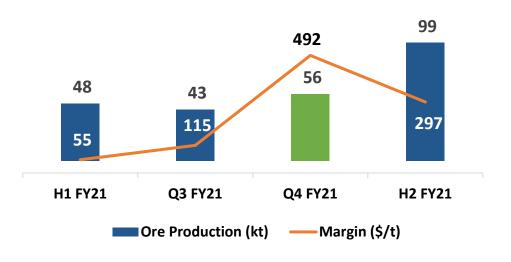
#### **Capacity Expansion Plan in Pipeline**

- Doubling Hot Metal Capacity from 1.5 to 3 MTPA production
- New Horizontal Coke Oven with 0.5 MTPA capacity
- Installation of a new Pellet Plant of 2.2
   MTPA capacity Part of cost saving
- Capacity enhancement of existing DIP plant from present 0.22 to 0.4 MTPA.



#### **Delivering Stronger Growth and Margins**

- Ore Production in H2 increased by 105% vs H1
- Reduced ore procurement from third party to ZERO
- Fe chrome production increased by 13% in H2 vs H1
- Cost of Production reduced by 11% in H2 vs H1
- EBITDA Margin improved significantly in H2 vs H1



#### FY22 Growth Plan

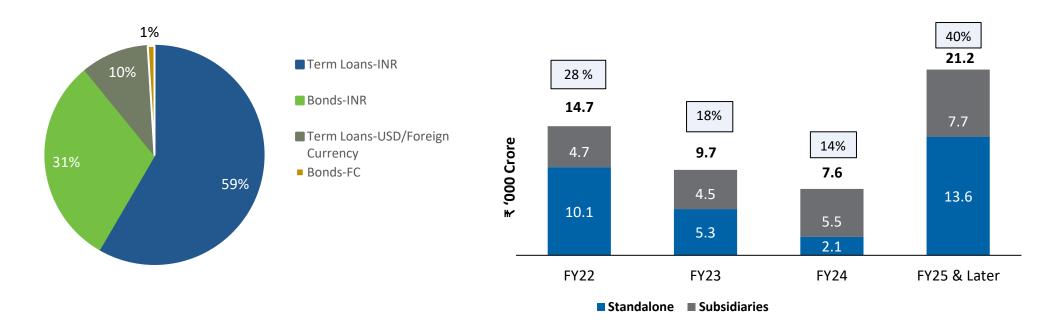
- Targeting to increase Furnace production by 10% by optimizing operation & better process control
   Production capacity enhancement to 100 ktpa of Ferro Chrome eq through debottlenecking of Chrome Ore Mines & Beneficiation Plant
  - Productivity enhancement by 5% through installation of waste heat recovery plant



Diversified Funding Sources for Term Debt of \$7.3bn

Term Debt Maturities : ₹ 53,326 Cr (\$7.3bn) (as at 31 Mar'21)

(as of 31st Mar 2021)



Term debt of \$4.2bn at Standalone and \$3.1bn at Subsidiaries, total consolidated \$7.3bn

Note: USD–INR: ₹ 73.30 on 31st Mar 2021

#### FY 2022 Guidance



Segment	Production and COP
Zinc India	Mined Metal and Finished Metal: 1,025 – 1,050 Kt Silver: c. 720 tonnes COP: < \$1,000/t excluding royalty
Zinc International	BMM: ~70 – 80 Kt Gamsberg: 190-210 kt COP: \$1,100/t - \$1,200/t
Oil & Gas	Average Gross Volume: 175-185 kboepd; Opex: c. \$8/boe
Aluminium	Alumina: 1.8 – 2.0 Mtpa Aluminium: 2.1 - 2.2 Mtpa COP*: \$ 1,475 – 1,575/t
Power	TSPL plant availability: >80%
Iron Ore	Karnataka (WMT): >5 Mtpa Pig Iron: 850 - 900 Ktpa Goa: To be updated on re-start of operations
ESL	Hot Metal – c 1.3 Mtpa
Copper - India	To be updated on re-start of operations

\*Hot Metal COP



#### Focused exploration to expand our reserves and resources base for support our future growth through

- Targeted and disciplined exploration
- Offsetting depletion and bringing on stream more discoveries
- Team aim to discover mineral and oil deposits in a safe and responsible way





Health & Safety	Environment, Social & People	Business Excellence & Digitilization
<b>British Safety Council:</b> Cairn Oil & Gas received Sword of Honor for outstanding HSE management system	Identified as ' <b>Responsible business of</b> the Year'& awarded with Grant Thornton SABERA Award 2020	Annual BS 1000 (By total revenue) Awarded to Vedanta where it ranked 14 <sup>th</sup> (3rd in Metals, Mining & Minerals category)
Indian Chamber of Commerce National Occupational Health & safety Award 2020 for Manufacturing and engineering sector	<b>CII awards</b> to HZL, Aluminum & Power Business and Cairn for significant achievements in water & energy management	Most Trusted Brands Of India 2021 by CNBC TV18 was granted to BALCO
Frost & Sullivan Sustainability Awards: HZL wins "Challenger Award" & "Safety Excellence Award"	Sustainability 4.0: The Leaders 2020 Award was received by Cairn	<b>CII – Centre for Digital Transformation</b> for most innovative best practice Digital Transformation in Aluminum BU
Finest India Skills & Talent (FIST) Awards 2020 by Fire & Security Association for Secure High Hazard Facility	<b>14<sup>th</sup> ICC Environment Excellence</b> <b>Award 2020</b> from the Indian Chamber of Commerce, received by HZL	<b>LACP Silver Award</b> Winner in the "Spotlight Category" for the Vedanta Limited Integrated Report 2019-20

Vedanta: DJSI Ranking Improves to 12<sup>th</sup> (20<sup>th</sup> in 2019); Ranked 2<sup>nd</sup> in Asia Pacific Region (metals & mining sector) Hindustan Zinc: Ranked 2<sup>nd</sup> Globally and 1<sup>st</sup> in Asia Pacific Region (metals & mining sector)

#### **Disclosures & Publications**









#### **Group – Present Debt Structure**



(\$ bn)					V	/edanta Reso	ources (Co	onsolidated	I)			Volcar	ı
						EBITDA Net Debt		<b>FY21</b> 3.8 10.5	-			BITDA et Debt	<b>FY21</b> - 0.2
Vedanta Resources (Standalone)FY21%EBITDA0.12%								Divisions c		nta Limited			
Net Debt 7.2 68%							<ul><li>Sesa Irc</li><li>Sterlite</li></ul>						
					EBITDA Net Debt	<b>FY21</b> 3.7 3.3	<b>%</b> 98% 32%		• Alumini	um	V Jharsuguda) um and power a	assets)	
Subsidiaries of Vedanta L					f Vedanta Lto	k k			• Cairn O	il & Gas*	*		
64.9	9%		51%	Ļ		100	0%		95.5	5%		1009	%
Zinc In	dia (HZL) FY21	%	Bharat Alu	minium (B FY21	ALCO) %	Zinc I	nternatio		Elect	rosteel Stee FY21	ls %	Talwano	di Sabo Powo FY21
EBITDA Net Cash	1.6 2.1	42%	EBITDA Net Debt	0.3 0.3	9% 3%	EBITDA Net Cash	<b>FY21</b> 0.1 0.0	<b>%</b> 3% 1%	EBITDA Net Debt	0.1 0.3	76 3% 3%	EBITDA Net Debt	0.1 0.9

Note: Shareholding as on Mar 31, 2021, in April 2021 the promoter's shareholding has been increased to 65.2%

 \*50% of the share in the RJ Block is held by a subsidiary of Vedanta Ltd ^Skorpion 100%, BMM & Gamsberg 74%

Listed entities

Unlisted entities