

## **Vedanta - Zinc Day**

30 August, 2017





VEDANTA - ZINC-LEAD-SILVER | OIL & GAS | ALUMINIUM | COPPER | IRON ORE | POWER



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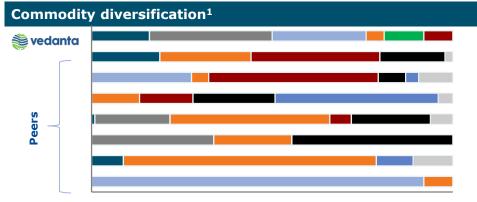


## Introduction

Arun Kumar G.R. – Group <u>CFO</u>

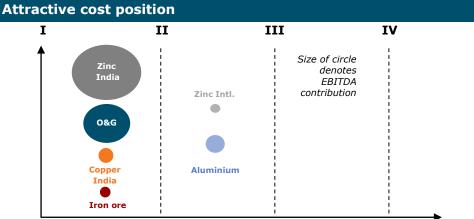
### Vedanta: A diversified resources company, with low cash cost positions, market leading growth and strong balance sheet

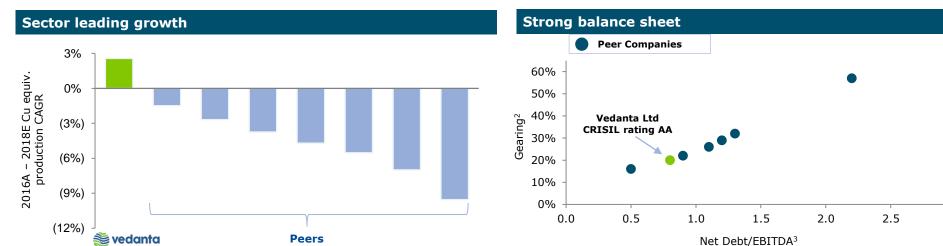




% Revenue (CY 2016)

Oil and Gas = Zinc = Aluminium = Copper = Power = Iron Ore = Coal = Precious = Other





Peers include BHP Billiton, Rio Tinto, Anglo American, Glencore, Teck Resources, Freeport and Hindalco

Source: Consensus, Company filings, Bloomberg, Wood Mackenzie, CRU for Aluminium ; Company data for Vedanta

- Notes: 1. All companies have been calenderised to a Dec YE; Glencore revenue split accounts only for their 'Industrial activities'; Revenues from copper smelting for Vedanta Ltd and Hindalco are based on benchmark Tc/Rc
  - 2. Gearing is calculated as Net debt divided by the sum of Net debt and Equity (based on reported numbers)
  - 3. EBITDA as per CY 2017 consensus estimates

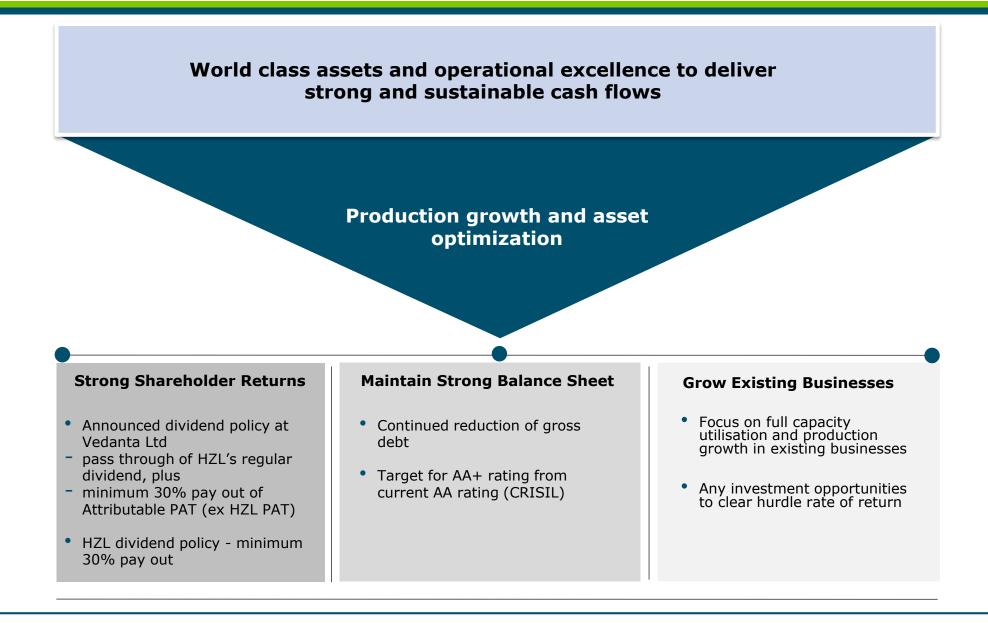
3.0



- 6th largest diversified resources company in the world<sup>1</sup>
- Only global player with significant operations, expertise and majority sales in the Indian market – the fastest growing G-20 economy<sup>2</sup>
- Strong Balance sheet: Vedanta Ltd. Net Debt/EBITDA at 0.8x<sup>3</sup> amongst the lowest and strongest among Indian and global peers
- Completed Vedanta Ltd Cairn India merger: Simplified group structure with greater financial flexibility to allocate capital efficiently
- Contributed INR 40,000 crores to Government of India in FY17
- 20% gender diverse leadership team; awarded one of the "Top Company to work for in Asia" by ACES, 2016

Notes: 1. As per CY2016 reported EBITDA 2. As per Moody's 3. LTM as of June 30, 2017









#### **Production Growth and Asset optimisation**



#### **De-lever the Balance Sheet**



#### Simplification of the Group structure



#### **Protect and preserve our License to Operate**



**Identify next generation of Resources** 



## Health, Safety, Environment & Sustainability

Phil Turner – Group Head, HSE and Sustainability



### 👹 vedanta

#### HSE CHARTER

We will fulfill our duty to protect the safety and welfare of our people and plan to achieve our health, safety and environment goal of zero harm to become the best performer in the resources industry by:

- ✓ Implementing world class standards that deliver our legal obligations and company policies
- ✓ Managing risk in all forms by applying controls and testing their effectiveness
- ✓ Setting priorities and commitments and measuring, monitoring and reporting performance
- ✓ Maintaining an open dialogue with our business partners and stakeholders
- ✓ Applying this discipline every day in every aspect of our business

It's all of our responsibility to ensure that everyone who works on our site returns home safely every day while protecting the environment for our future generations.

## **Our Vision**

**Zero Harm** 

**Zero Waste** 

## **Zero Discharge**

freed

Anil Agarwal Chairman June 2016



Deliver world class performance by identifying and managing risk and by benchmarking best performance

Engage with stakeholders and deliver best social responsibility performance in the resources sector

Eliminate fatal accidents

Ensure our people are not exposed to harmful levels of toxic substances

Deliver best in class performance in air, land, water & waste

Manage carbon reduction and GHG emissions in line with Indian and International norms

### Zinc International: Health, Safety, Environment

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SZ safety intervention



BMM 1 000 000 fatality free shifts



- To be a caring organisation for our employees and all stakeholders
- Safety indicators reflective of increasing safety maturity
- Focus on elimination of occupational health diseases
- We look for opportunities to extract value from waste streams generated (~\$1.7 m from 200 tonnes of waste)
- We aim for 100% compliance to Internal performance standards and processes

10% \_

11%

12%

14%

Blood lead withdrawal levels

New Tb Cases

WASTE TO VALUE

2%

34%

ZINC CATHODE

PIECES

SCRAP

METAL

GARDEN

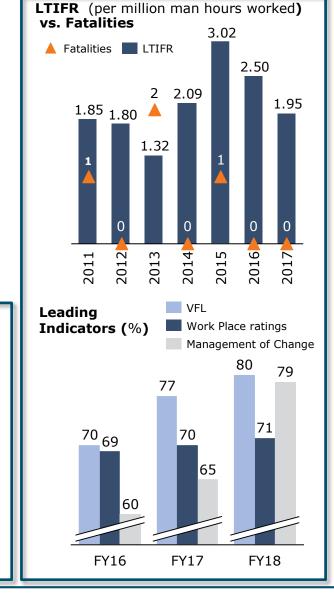
WASTE

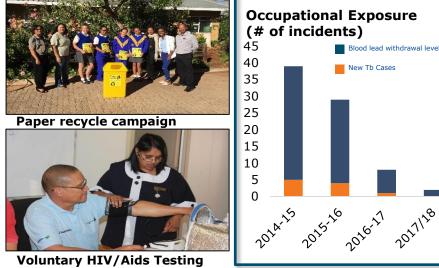
WOOD

COPPER

CAKES

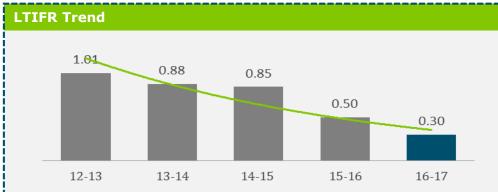
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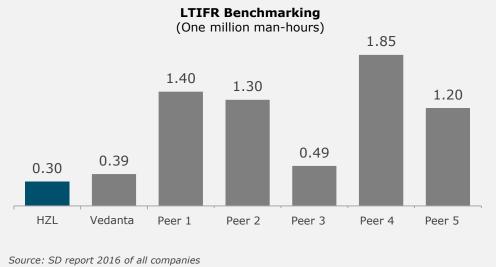


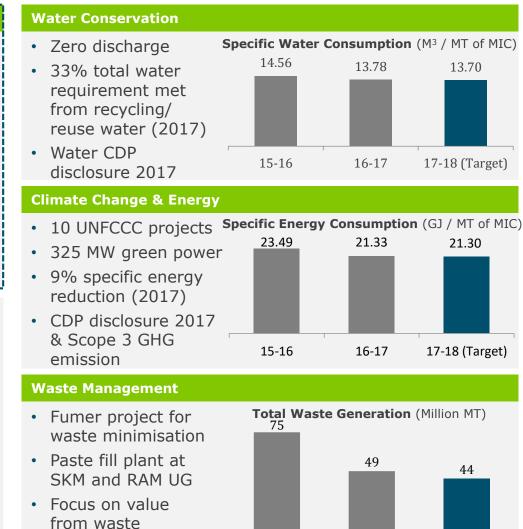
### Hindustan Zinc: Health, Safety, Environment





- 127% increase in lead indicators reporting last 2 years
- Zero occupational illness cases
- Safety perception score improvement from 62% to 88%





15-16

16-17

\*Waste includes mining waste

Paver block from waste



17-18 (Target)

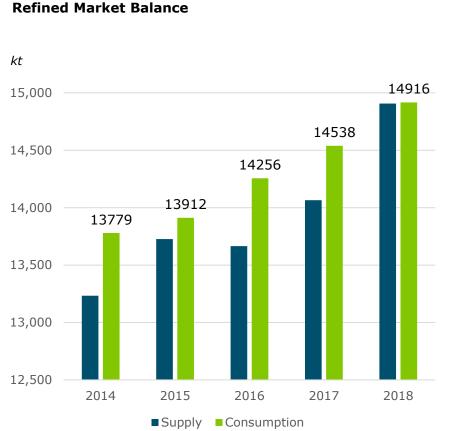


## Zinc Market Overview

Sunil Duggal – CEO, Hindustan Zinc

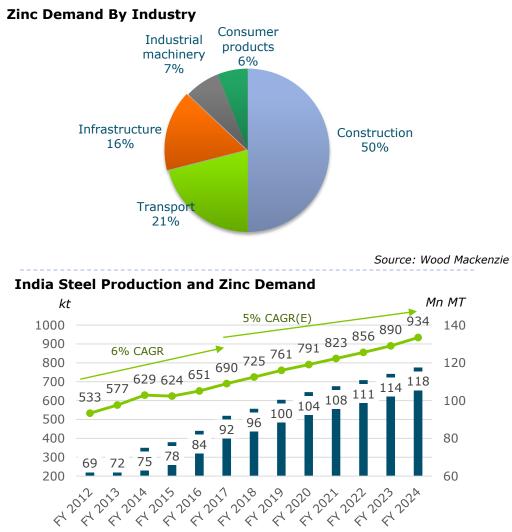
### **Global Zinc Market Overview**





Source: Wood Mackenzie LTO Q2 2017

World - Steady demand growth at 2.6% in 2018 China - CAGR (2017-2020) of Consumption at 3% India - CAGR (2017-2020) of Consumption at 5.1%

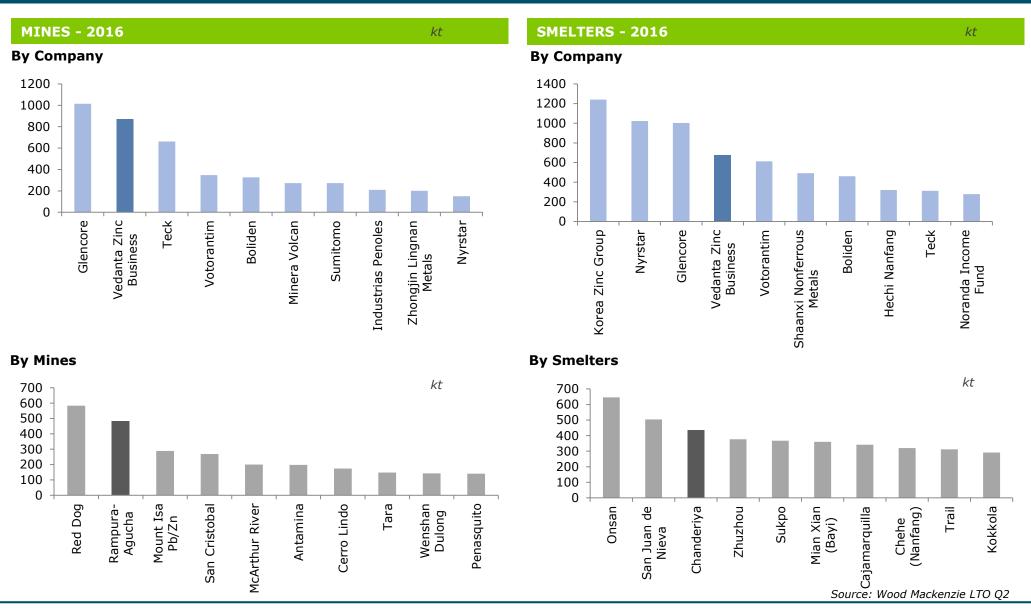


Steel Production(RH)

Zinc Demand(LH) Source: Feedback Consulting, HZL and Wood Mackenzie LTO Q2 2017

### **Vedanta Global Positioning**

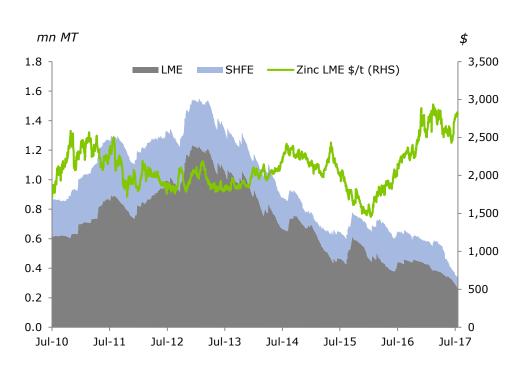




### **Strong Fundamentals**

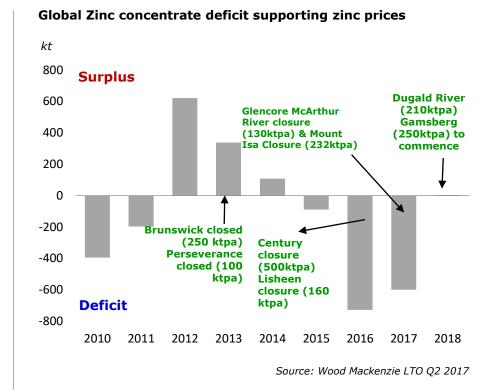


#### Declining stocks at LME warehouses



- Exchange stocks declining: 11 days of global consumption in July 2017; seven year low

- Zinc prices strengthening on continued supply deficits and declining inventories



- Gamsberg project to start in 2018
- 2018 growth assumed from resumption of Mt Isa & McArthur River as also Dugald River project
- Chinese mine capability to grow by 0.7mtpa by 2021, with a further 1mtpa from new projects



## Vedanta - Zinc Day Zinc International

30 August, 2017





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### Zinc International - Agenda



## 01

# Health, Safety & Environment -

Vision to Zero Deshnee Naidoo - CEO

## 02

### **Sustainability** – We take people along Nora Ndopu – Head of CSR

## 03

About us – Significant footprint with strong track record Deshnee Naidoo - CEO

### 04 Exploration Potential –

Unrivalled Zn address in Africa Markus Schaefer – Head of Exploration

## 05

# **Gamsberg** – Anchor for Growth

Satish Kumar –VP Projects Liezel Jacobs – Project Manager

### 06

**BMM** – Enabling a world class Zn complex *Andre Trytsman – GM* 

## 07

**Skorpion** – Surpassing LOM expectations

Irvinne Simataa -GM

## 08

## Digitalization & Technology -

Driving efficient growth

Dave Payne - Head of D&T

### 09

## **Outlook** – The path forward

Pushpender Singla - CFO

## Q&A



## 01 Health, Safety, Environment-Vision to Zero Deshnee Naidoo - CEO

### Health, Safety, Environment & Sustainability

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3.02



SZ safety intervention



BMM 1 000 000 fatality free shifts



- To be a caring organisation for our employees and all stakeholders
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- Focus on elimination of occupational health diseases
- We look for opportunities to extract value from waste streams generated (~\$1.7 m from 200 tonnes of waste)
- We aim for 100% compliance to Internal performance standards and processes

ZINC

PIECES

SCRAP

METAL

GARDEN

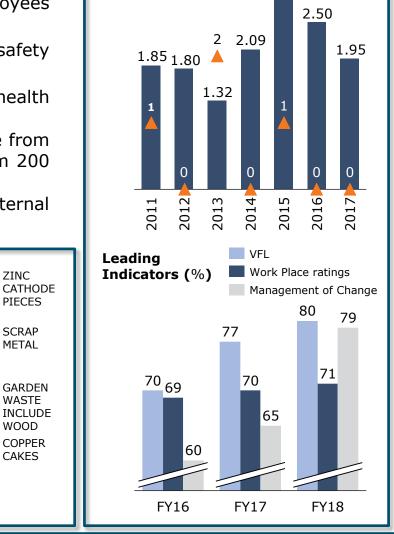
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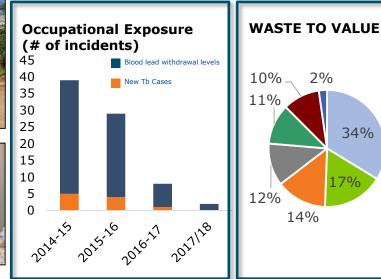
**LTIFR** (per million man hours worked)

vs. Fatalities

🔺 Fatalities 📰 LTIFR



Voluntary HIV/Aids Testing





## 02 Sustainability -We take people along Nora Ndopu - Head of CSR



#### **CSR**

#### Last 5 years spend >ZAR 60 million

- Livelihood
- Sports
- Health
- Education







#### **Biodiversity** No net loss

- Bird Pond at SZ
- Rehabilitation Nurseries



Dedicated Teams
Community Consultations and awareness







## *Social Licence to Operate*

- Strive for beyond regulatory compliance
- Multi-prong CSR strategy focusing on health, education, sports and livelihood projects
- Preferentially target the empowerment of affected mining communities (women specifically)
- Supported by key stakeholder
   engagement
- •Local employment (Direct labour:
- 1,497, Indirect labour: 2,675)
- Impacting approximately 40,000 beneficiaries through CSR



**03 About us –** Significant footprint with strong track record

Deshnee Naidoo - CEO



## ZI's vision is to be the safest, socially responsible 1 Mtpa integrated Zn producer in the 1<sup>st</sup> quartile of the global cost curve

#### **Skorpion Zinc**

- Open pit zinc mine and refinery
- Largest integrated zinc operation in Africa
- R&R of ~26 MT with 2.7 MT of contained metal at average grade of around 9%)
- LoM of 4 years
- Workforce of 1,500
- Refinery capacity of 150 KTPA Special High Grade (SHG) zinc

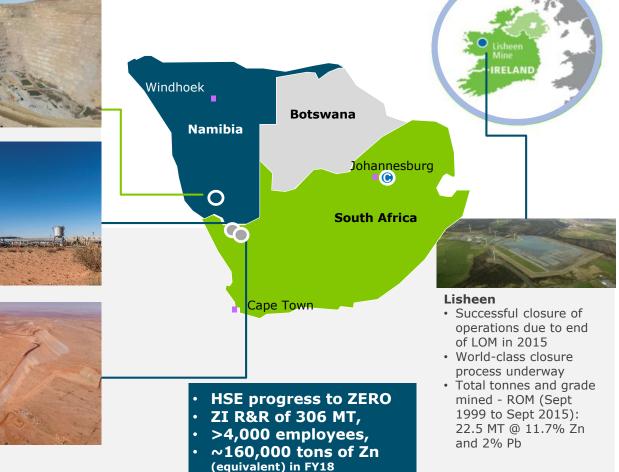
#### **Black Mountain Mine**

- An underground operation, mining zinc, lead, silver and copper deposit
- R&R of ~65 MT with 3.1 MT of contained metal a grade of around 5%)
- LoM of 4-5 years
- Workforce of 1,350 (80% of the employees are from the local region)

#### **Gamsberg Project**

- One of the world's largest known Zn deposits
- R&R of ~215Mt with contained metal of 15.8Mt
- · LoM of +30 years
- Phase 1 of project in execution, 400 mil USD capex investment, 250 Ktpa metal in concentrate.
- First production by mid CY 2018.



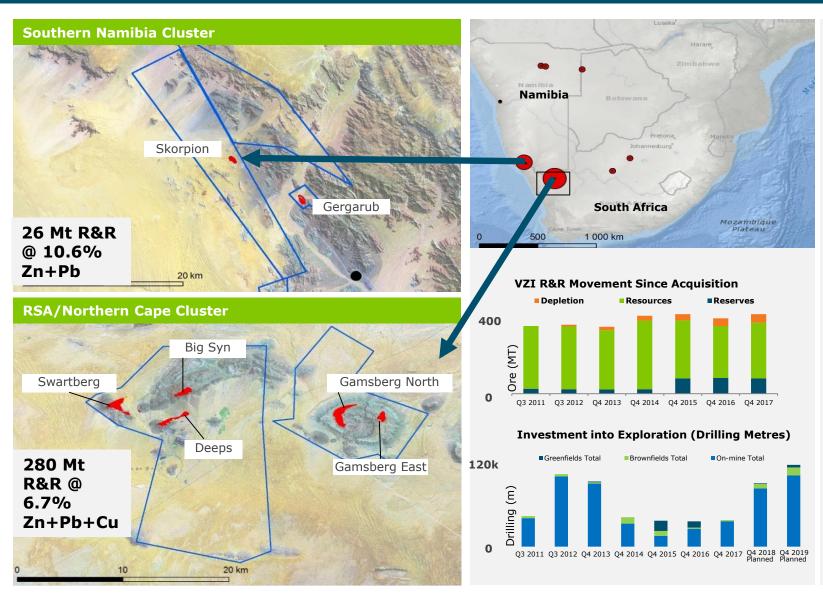




04 Exploration potential – Unrivalled Zn address in Africa Markus Schaefer – Head of Exploration

### **Southern African Zinc Cluster** Unrivalled Opportunity for Long-Term LOM & Organic Growth





#### High value Resource Base to enable long LOM and expansions

 Total of 21.5Mt of Metal in R&R

#### **Best Zn Address in Africa**

- Extensive tenement portfolio (>5,000km<sup>2</sup>)
- Opportunity to double
   R&R

#### Aggressive Exploration Programme

- R&R including depletion has increased by 11% since acquisition to 24.4Mt metal
- Exploration throughout downturn. Significant step-up in 2017
- Use of state of the art technology (geophysics) – high discovery rate

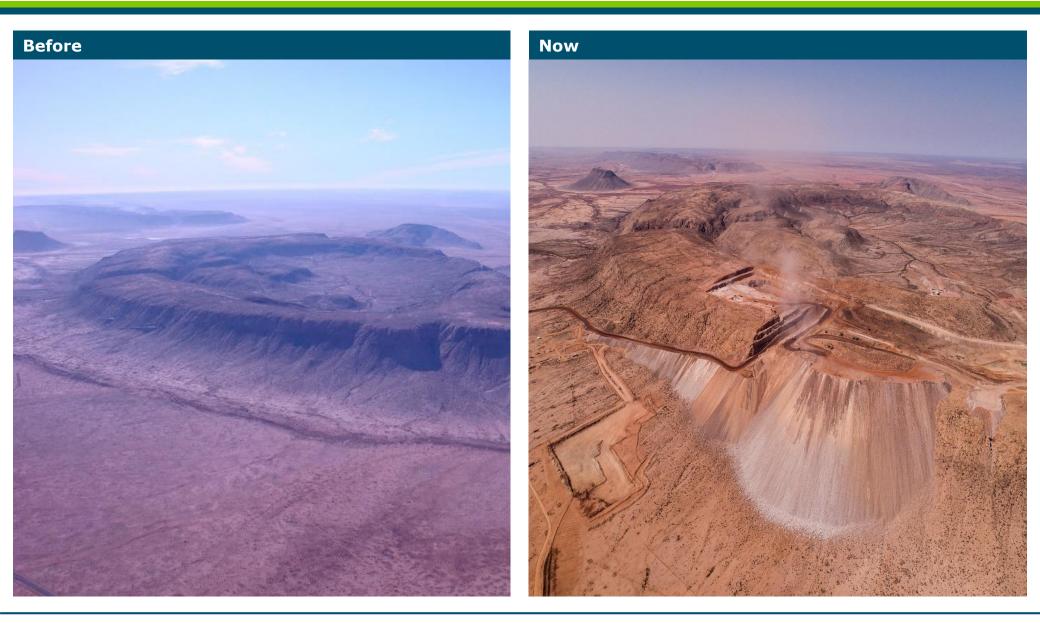


## **05 Gamsberg -**Anchor for Growth

Satish Kumar – VP Projects Liezel Jacobs – Project Manager

## **Gamsberg – Journey till Date**







#### Total Potential for Gamsberg 250 KTPA to 450 KTPA to 600 KTPA

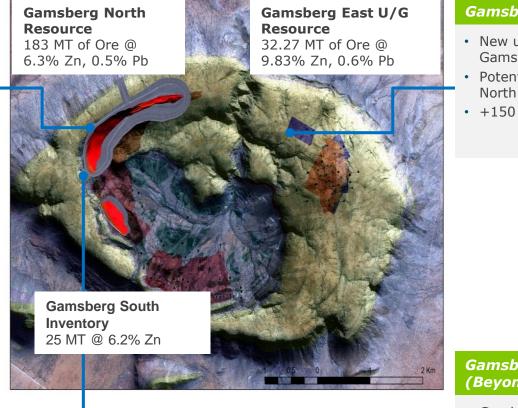
#### **Phase 1 Project In Execution**

#### Gamsberg Project (Phase 1)

- Current project (open-pit mine, concentrator and related infrastructure) 4 MTPA ROM : 250 KTPA MIC
  - US\$ 400 mn investment,
  - 4 MTPA ore, 250 KTPA MIC
  - First production by Mid CY 2018, 6-9 months of ramp up to full capacity.
  - COP at US\$ 1,000-1,150/ton, First quartile of cost curve.
  - ~ 1,500 jobs during construction, 850-900 jobs once operational

#### Gamsberg Mega Pit (Phase 2)

- Expanded open pit by 4 MTPA ROM
- 2<sup>nd</sup> concentrator stream of 4 MTPA
- Additional metal production -200 KTPA MIC



#### Gamsberg U/G (Phase 3)

- New underground option for Gamsberg East 2.5 MTPA
- Potential Expansion of Gamsberg North open pit to U/G
- +150 KTPA MIC

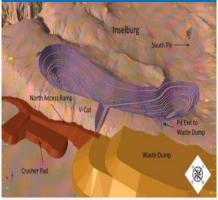
## *Gamsberg Extension areas* (Beyond Phase 3)

- Good Potential
- Extensive drilling required to firm up potential

### Gamsberg Phase 1 – Project Scope & Capital Optimisation







- Open pit Drill and blast, load and haul
- Pre-stripping 65 -70 MT, Ore production @ 4 MTPA
- Total mining @ 35 MTPA rate



- 4 MTPA Ore feed capacity
  - 250 KTPA MIC Production
- Crushing, milling, flotation, dewatering, utilities and tailing pipe-line to tailing storage facility



- 3.55 MTPA of tails
- Located 3.2 km north of the plant

**Gamsberg Tailings** 

Dam will have HDPE liner



#### Power





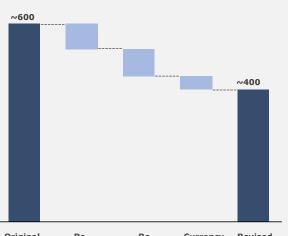
- Power: 40 MVA transmission line from ESKOM sub-station (20 km), 66/11 KV MRSS at Gamsberg
- Water: New pipeline from Orange River (38 km) 13 MLD
- **Building & Infra:** Offices and building infrastructure, paramedics, etc
- Housing: 350 housing units in phases



#### **Biodiversity**

- 85,000 plants relocation
- Acquire habitat (12,900 Ha) as per Biodiversity Offset agreement

#### Capex Optimisation (\$ mn)



Original Re-Re-Currency Revised engineering negotiation Capex Benefits Capex

- Original Gamsberg capex was reduced from ~\$600 mn to ~\$400 mn by:
  - Value engineering
  - Re-negotiation
  - Exchange rate benefits
- COP improvements of ~10% •
- Improved project financials •

### **Gamsberg Phase 1 – Project Execution Philosophy**



Gamsberg – the new way of delivering projects in Vedanta	1 Outsourced Model	<ul> <li>Mining - Fully outsourced including operations and infrastructure</li> <li>Mining - Variable cost model based on output</li> <li>Plant &amp; Infrastructure - Fully turnkey with least number of packages</li> <li>Plant &amp; Infrastructure - Complete system performance/process guarantees</li> </ul>
<ul> <li>An outsourced approach</li> <li>Leveraging owners engineers and external skills</li> <li>Lean project structure</li> </ul>	2 Capex 2 Optimisation	<ul> <li>Capex reduced from US\$ 600 mn to US\$ 400 mn</li> <li>Collaboration with EPCs and equipment vendors to reduce cost</li> <li>Value/re-engineering by EPCs and owner's engineer</li> </ul>
<ul> <li>Minimum number of packages</li> <li>High governance standards</li> <li>Latest technology &amp; digitalisation initiatives</li> </ul>	<b>3</b> Organization Structure	<ul> <li>Lean owner organisation structure</li> <li>Project technical specialists outsourced with project objectives KPIs</li> <li>Engineering and construction management support from owner's engineer</li> </ul>
	4 Governance	<ul> <li>All licenses and permits in place</li> <li>Packaging philosophy - minimum number of orders</li> <li>Contract quality and contract management</li> </ul>
	5 Technology & Digitalization	<ul> <li>Latest technologies – Woodgrove SFR for flotation</li> <li>Increased recoveries/reduced resource consumptions</li> <li>Digitalisation roadmap.</li> </ul>

## Gamsberg Project Progress on Target for First Production by Mid CY2018 vedanta

#### Mining

- First blast, Prestart mining commences July 15.
   Mining contract outsourced Aveng Moolmans Dec 16 .
   North access ramp completion, Start of Bulk pre-stripping April 17.
   Pre-stripping volume ramped up to 3.5 MT per month June 17.
   Pre-stripping >25 MT of 65 MT completed as on July 17.
- First ore production Early 2018
- Completion of pre-stripping, Bulk ore production – Mid CY 2018

### Tailings Facility/Bulk Water

- ✓ Tailing facility progressing on schedule (12 ha of HDPE liner installed against 110 ha total)
- Water pipeline installation on schedule. 20 km of pipe delivered (6/38 km installed)

All major ordering with major commitments completed - Bulk mining, Plant & Infra and Tailings Dam . More than 80% of the capex committed. All contractors mobilised at site. More than 1,200 employees at construction site





#### Plant

EPC order with EL Bateman Oct 16
 Civil works progressing - Concrete bases for SAG and Ball mills completed Aug 17
 All long load equipment ordered and being

All long lead equipment ordered and being manufactured. SAG & Ball mills dispatch Oct 17.

- First ore feed, Start of production Mid CY 2018.
- 6-9 months for full production ramp up.









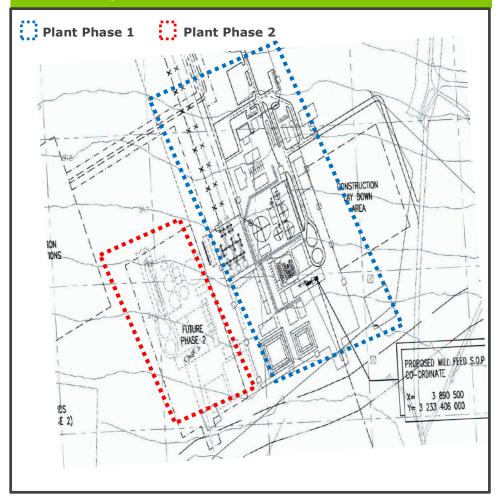


#### Other

- Biodiversity ~85 000 plants relocated (2015)
- Housing being constructed in anticipation of operational requirements
- >100 houses being constructed



**Phase 2 at** Gamsberg increases the capacity from 4 MTPA to **8 MTPA** and reaches **450 KTPA metal in concentrate** capacity by developing a larger open pit mine, an additional 4 MTPA concentrator plant and associated infrastructure.



## Phase-1 set up enables faster and capital efficient Phase-2 project execution

Regulatory approvals, biodiversity offset requirements and land readily available

Good understanding of the ore body

Mining infrastructure designed for expansion

Current **mine design/layout** incorporates the bigger open pit scenario. mine plan easily optimisable for 8 MTPA pit

Waste dump area, mining infrastructure already planned and designed for bigger pit

**Outsourced model** of mining operations gives flexibility to expand the mining production rapidly

All plant and infrastructure design considering the **modular approach** for easier expansion with minimum interface

Current layout considers additional 4 MTPA concentrator

Water and power infrastructure available

Tailings dam - Needs only modular expansion

**Technology and innovation** used for setting up of the plant enables efficient scale up

Experienced project team already set up

**Project execution approach** – Outsourcing model with end to end responsibilities , business partners , already mobilised aware of the repeat orders

While the intention retrofit the Skorpion refinery to take Gamsberg concentrate, the volumes of Phase 2 may **warrant Gamsberg' s own refinery** 



## **06 BMM –** Enabling a world class Zn complex

Andre Trytsman - GM



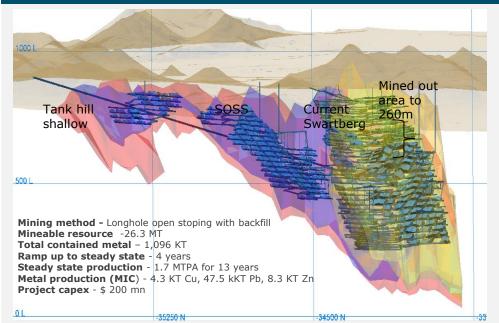
#### BMM Operational Performance is Trending Positively...





- BMM has performed exceptionally over last 4 years, despite:
  - Decreasing working areas (from 10 to 5)
  - Increasing workplace congestion
- Specific initiatives over last 2 years include:
  - Backfill placement up by >80%
  - Long hole mining up by >190%
  - Mining productivity up by 10%
  - Milling throughput up by 11%

#### ..and can be Further Enhanced with Swartberg Phase 2



#### **Black Mountain Complex – Operational readiness**

- Strong Future complex moving toward 500kt ZnEq Gamsberg 450kt, Swartberg 75Kt
- Synergy benefit on combined Black Mountain Complex (BMC) Shared overhead structure, Commercial and Shared Infrastructure
- Combined operating model outsourcing of Gamsberg vs owner operation on current operation. Opportunity to ensure optimal operation.
- Efficiency improvements via higher level of automation and digitalisation.
- Establishing a world class Zinc complex increases our ability to attract and retain the best talent.

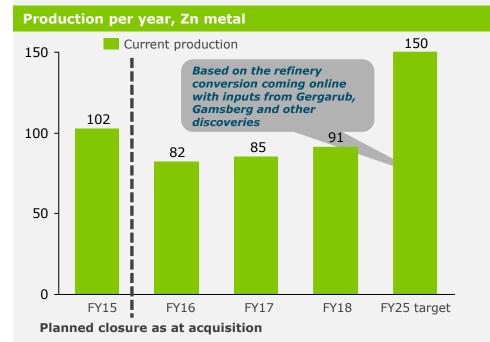


## **07 Skorpion -**Surpassing LOM expectations

Irvinne Simataa - GM

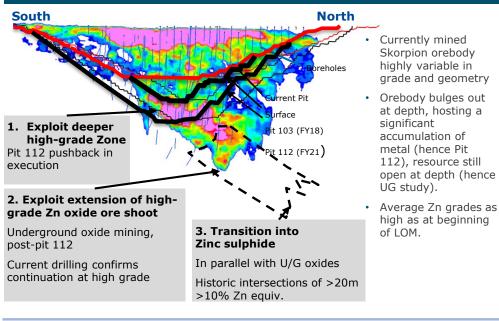


# The delivery of Pit 112 has created more certainty around SZ....

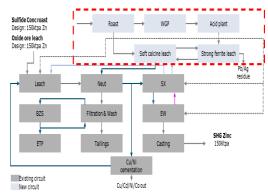


- Skorpion has continued to deliver due to:
  - Extension of life from 0.5 to 4 years via the Pit 112 pushback
  - Successfully outsourced mining to Basil Read Namibia in April 2017 and transitioned from owner mining to contractor mining to enable successful execution on the life extension project
  - Mining productivity up by 33% and total rock mined has increased by 83%  $\ensuremath{\mathsf{YoY}}$
  - Continued investment in plant maintenance (e.g. acid plant, crushing etc)
  - A targeted operational improvement programme to further enhance throughput and recovery within the refinery and reach nameplate capacity of 150 000 tpa

# ...With further potential at Pit 112 and the planned refinery conversion



#### **Refinery conversion**



#### **Current Status**

- Current refinery need to be converted to process sulphide concentrates.
- Techno commercial feasibility/Basic Engineering completed.
- ~160 million USD Capex.
- Project ordering & construction work timelines aligned to Skorpion open pit 112 extension (oxide resource)

#### VEDANTA ZINC DAY AUGUST 2017



# 08 Digitalization & Technology - Driving efficient growth

Dave Payne – Head of D&T



The Digitalisation of Gamsberg is the step change in our journey and will be the springboard from which we can transform the rest of our business

BMC Initiatives		SZ Initiatives		Gamsberg Digitalisation Roadmap		
Change of Mining Method from predominantly C&F to Long Hole		Screening of high Ca Stockpile ROM to reduce calcium content		Collaborative Ore Movement	Courses of the second s	<ul> <li>Increase flexibility &amp; execution of mine plan</li> <li>Enhanced contractor management</li> <li>Increased control on mill faced</li> </ul>
Latest mining equipment		Optimising the ROM ore blending				<ul> <li>feed</li> <li>Increase reliability/availability</li> </ul>
Automated Rod Charger		strategy Change from		Asset Intelligence		<ul> <li>/utilisation</li> <li>Reduce maintenance costs</li> <li>Increase production</li> </ul>
In-hole survey		Shovel to Backhoe for ore mining			0000	Stabilise & optimise     operations
(Gyro) Maptek Isite		Skorpion Marginal Grade Stockpile		<i>Operational Intelligence</i>		<ul> <li>Increase throughput &amp; recovery</li> <li>Near real time decision making</li> </ul>
3D laser scanner		Skorpion Cu				Increase safety & reduce
BMC Magnetite Project	and the second second	Stockpile		Personnel Monitoring		<ul><li>incidents</li><li>Increase efficiency</li><li>Increase quality &amp; production</li></ul>



# 09 Financial outlook – The path forward

Pushpender Singla – CFO

# **ZI Outlook**



Reserve & Resource >300Mt Ore	<ul> <li>High value Resource Base 306Mt (22Mt Metal) to enable long term sustained Production and Growth</li> <li>R&amp;R on acquisition 286Mt. Addition of 44Mt (&gt;15%) including depletion</li> <li>Converted 63Mt Resource to Reserve (&gt;20%)</li> </ul>					
Skorpion & Black Mountain >200Kt Production	<ul> <li>FY2018: Production of c.160 KT @ &lt; CoP of \$ 1,500/t</li> <li>Skorpion c.90 Kt &amp; Black Mountain c.70 Kt</li> <li>Focus on further reducing COP through operational and cost initiatives</li> <li>FY19 &amp; FY20: Plan to increase production to c.200 Ktpa by ramping up Pit 112</li> <li>Skorpion c.130 Kt &amp; Black Mountain c.70 Kt</li> </ul>					
<i>Gamsberg 250Kt Production@ ~\$1000/t</i>	<ul> <li>Project on track and progressing as per plan</li> <li>First production by mid CY2018 and on budget for capex target of \$400 mn</li> <li>FY19 production expected to be 100 Kt+, with ramp-up to 250 Kt by FY2020</li> <li>Targeted COP of \$1,000-1,150/t, placing ZI in 1<sup>st</sup> quartile of global cost curve</li> </ul>					
Indicative	Prod (Kt)	FY18 150-160	FY19 240-260	FY20 410-430	FY21 430-450	FY22 440-460
Consolidated Outlook	COP (U\$/t)	<1500	<1200	<1100	<1000	<900



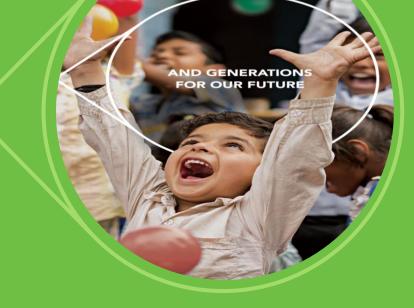
# https://youtu.be/KKpDTXCszGU



# **Vedanta - Zinc Day** Hindustan Zinc Limited

30 August, 2017





VEDANTA | ZINC-LEAD-SILVER | OIL & GAS | ALUMINIUM | COPPER | IRON ORE | POWER



# 01

# **Corporate Overview**

Amitabh Gupta, CFO

# 02

# Social Responsibility – Giving Back

Neelima Khetan, Head CSR

# 03

# **Delivering 1.2 mtpa**

Naveen Singhal, Director Projects

# 04

# Resource-Driven Growth

Scott Caithness, Head Exploration

# 05

Silver – Fastest Growing Portfolio Sunil Duggal, CEO

06 Way Forward Sunil Duggal, CEO

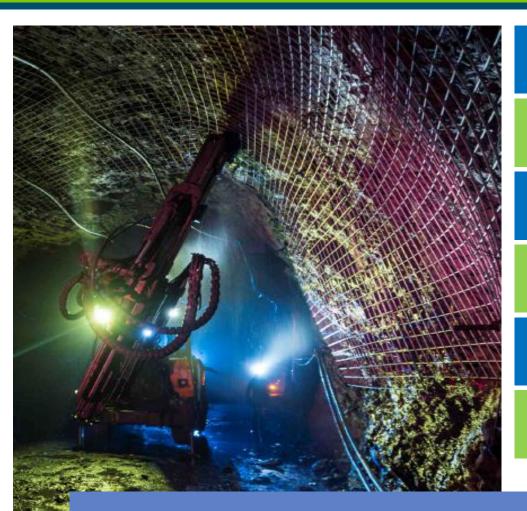
# Q&A



# 01 Corporate Overview Amitabh Gupta, CFO

### **Corporate Overview**





2<sup>nd</sup> largest zinc-lead miner globally with
12 million + MT of ore production capacity

Rampura Agucha: **2**<sup>nd</sup> largest zinc mine globally

**4**<sup>th</sup> largest zinc-lead smelter globally: **1** million + MT of production capacity

18<sup>th</sup> largest silver producer of the world\*

**One of the lowest cost** zinc producers in the world

**3 mines** with **five-star** ratings by Indian Bureau of Mines

Vision: To be the world's largest and most admired zinc-lead & silver company

Rankings source: (1) Wood Mackenzie, Long-Term Outlook Q2 2017 (2) For HZL related data, actuals for FY 16-17 \* Source : Thomson Reuters





### **Among the Lowest Cost Producers of Zinc**



Note: C1 cash cost includes by-product credits

Source: Wood Mackenzie Research (Q2 2017)

## Leading the Way with Fully Integrated Operations

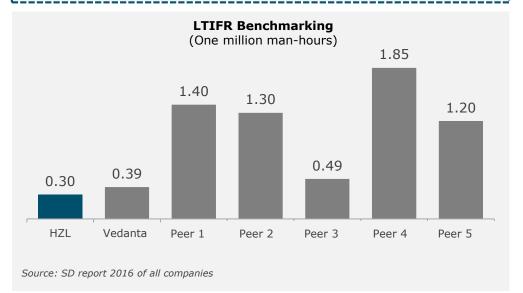
VEDANTA ZINC DAY AUGUST 2017

# Safety & Environment – Vision Zero Harm

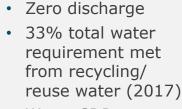




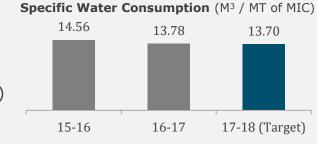
- 127% increase in lead indicators reporting last 2 years
- Zero occupational illness cases
- Safety perception score improvement from 62% to 88%



Water Conservation

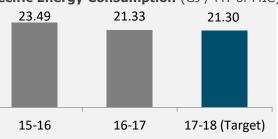


 Water CDP disclosure 2017



#### Climate Change & Energy

- 10 UNFCCC projects Specific Energy Consumption (GJ / MT of MIC)
- 325 MW green power
- 9% specific energy reduction (2017)
- CDP disclosure 2017
   & Scope 3 GHG
   emission

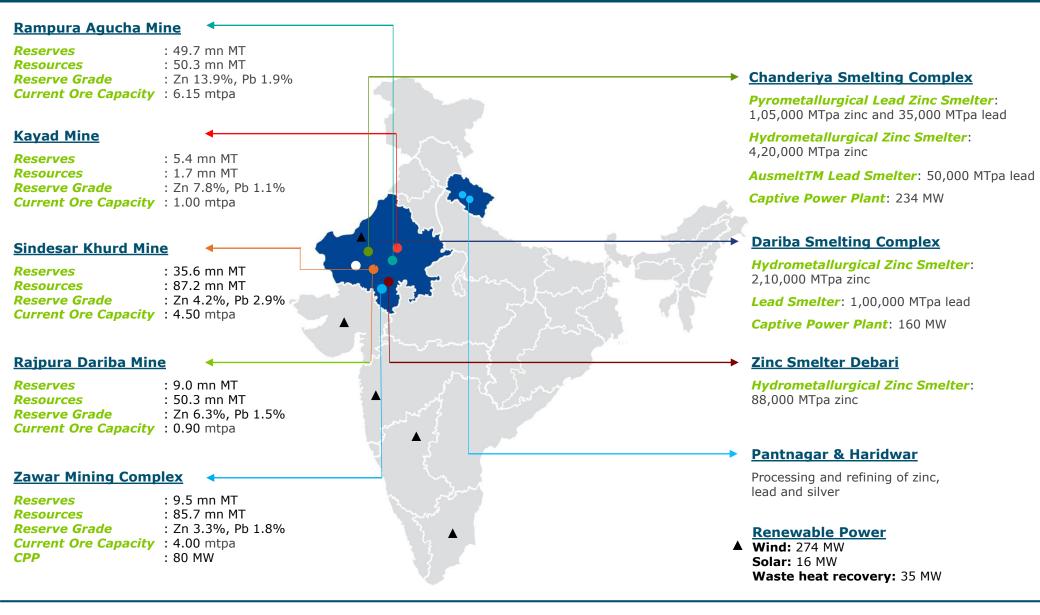


#### **Waste Management**

- Fumer project for waste minimisation
- Paste fill plant at SKM and RAM UG
- Focus on value from waste
- Paver block from waste









#### Reserves & Resources (mn MT) – 2.5X Growth



#### Ore Production (mn MT) – 3.5X Growth 11.9 9.4 9.3 8.6 8.0 7.1 7.5 6.7 8.6 3.8 6.0 2.5 5.8 2.1 4.8 5.1 3.9 3.6 3.1 6.1 6.1 5.9 5.5 5.0 5.1 5 4.5 4.1 3.7 3.3 FY03 FY04 FY05 FY06 FY07 FY08 FY09 FY10 FY11 FY12 FY13 FY14 FY15 FY16 FY17

#### Mined Metal (kt) – 3X Growth



#### Silver Metal – Integrated Saleable (MT) – 9X Growth



# Multi-fold growth since disinvestment

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## **Robust Financial Performance**









\*net off dividend accounts & temporary borrowings; includes investments at fair value & interest accrued thereon







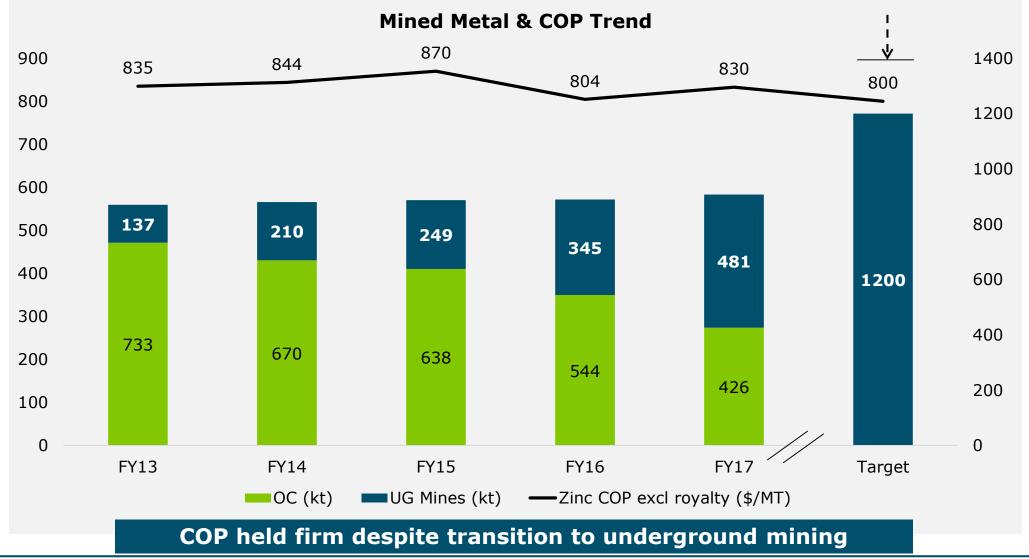
**EBITDA CAGR 28% despite Zinc LME growth of only 7%** 

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# **Cost Journey**



Post commissioning of shafts at RA & SK mines





# 02 Corporate Social Responsibility

Neelima Khetan Head CSR

# **Corporate Social Responsibility**





# Vision

To enhance the quality of life and economic well being of communities around our operations.

# Goals

- To positively & holistically impact the quality of life of the communities living around our areas of operation.
- •To work in partnership through a multi-stakeholder approach for innovatively, effectively and efficiently addressing development challenges.
- •To emerge as a thought leader, creating benchmarks of good practices in CSR across Rajasthan & country.

# Reach

Over half a million people in Rajasthan; positively impacting lives of more than 100,000 households

HZL is proud to have had an unbroken social license to operate for the last 5 decades



### **Core Principles**

### **Thematic Areas**

#### **Neighbourhood Communities**

Our first and foremost commitment

#### **The Partnership Multiplier**

Work, as much as possible, through strong and credible local partners

#### **Impact Centric**

In almost everything we do, we focus on impact rather than on spends

#### **Strong Governance**

Multi-tiered and objective governance structures and routines



Education



Sustainable Livelihoods



Women's Empowerment



Health, Water & Sanitation



Sports & Culture

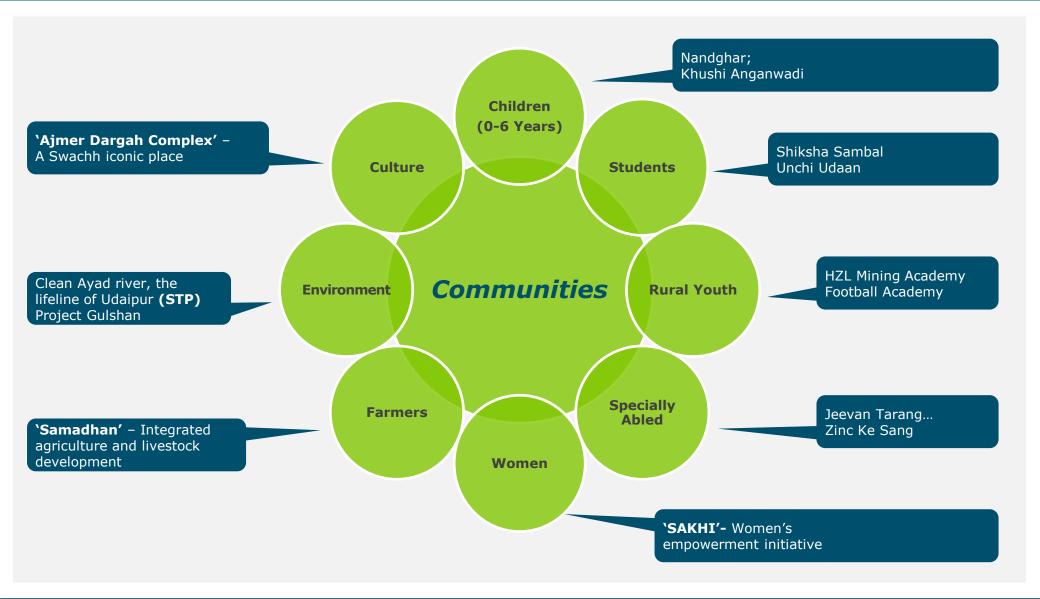


Environment



Community Assets Creation





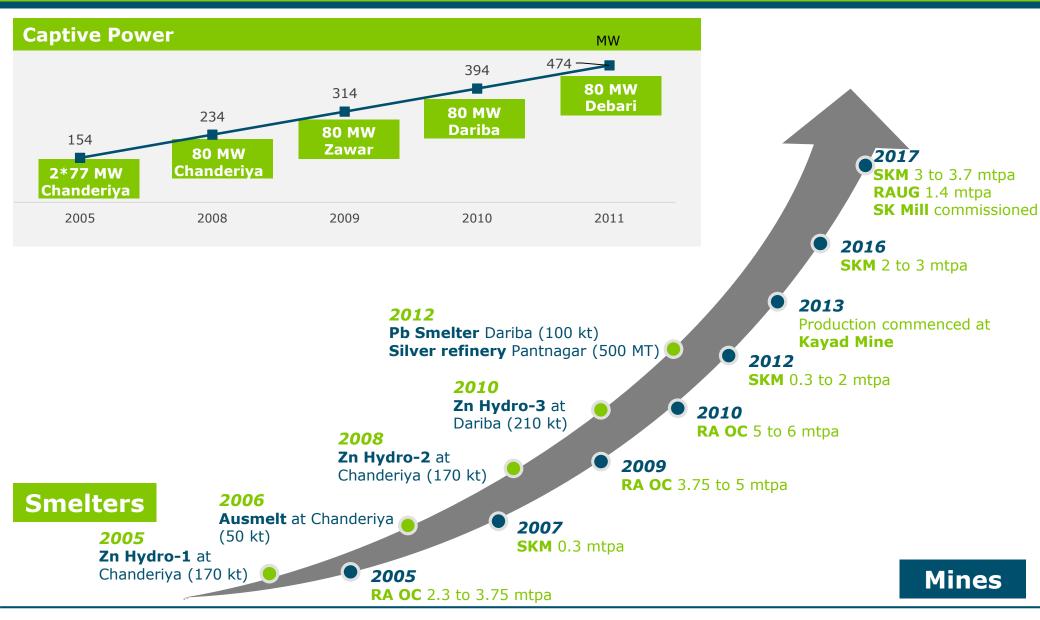


# 03 Delivering 1.2 mtpa

Naveen Singhal Director Projects

# **History of Project Delivery**





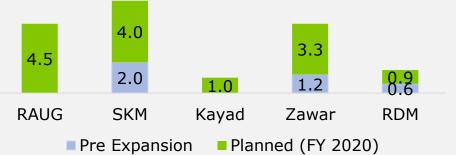
## **Mine Expansion Project Overview**



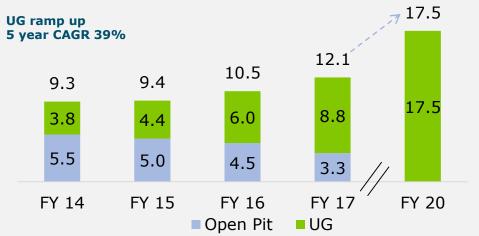


- Mine expansions in sync with increasing R&R
- Five major projects to increase MIC capacity to 1.2 mtpa, including RAM OC replacement
- Transition from Open Cast to UG mining
- Smelters' debottlenecking to remain integrated
- Six year capex of \$1.6 bn; ~\$1 bn spent



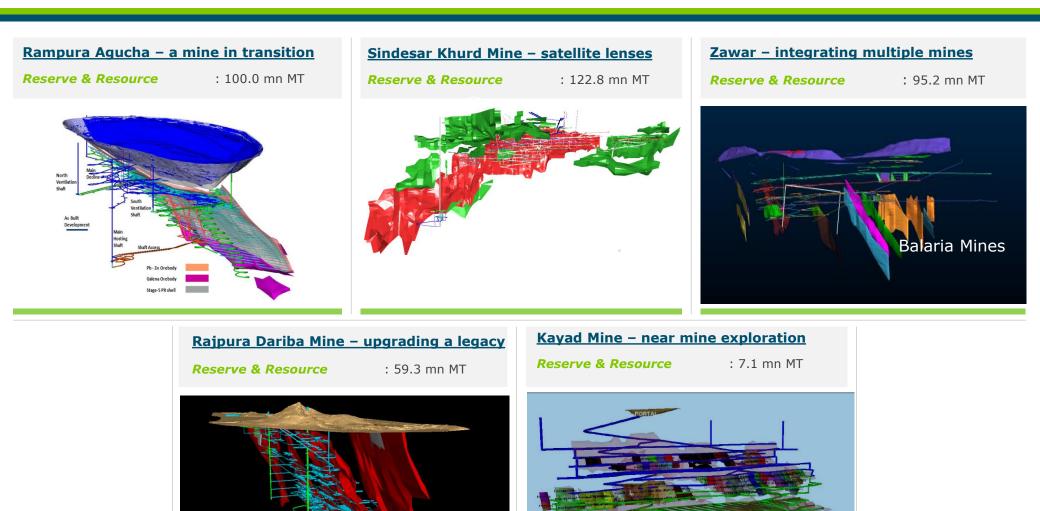


### **OC to UG Transition**



# **Underground Mines – concurrent expansion**





**Diverse ore bodies require different mining solutions** 

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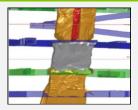
# **Project Philosophy**



Robust Mine Plan	<ul> <li>LOMP, Mining schemes by AMC, Australia and reviewed by Golder, Canada</li> <li>Rock Mechanics &amp; Stability Study by AMC - Beck, Australia</li> <li>Central Design Center - act as a think tank for adapting best mining design / practices</li> </ul>
World-Class Infrastructure	<ul> <li>Safety - Rescue chambers, Gas Leak Detectors, Emergency escape systems</li> <li>Communication - Leaky feeder systems, Pitram mine Monitoring</li> <li>Ventilation - Development of Independent ventilation circuit by using Raise bore</li> <li>Shafts - 7.5 mtrs dia , 1 km deep shaft for man, material &amp; ore hoisting</li> <li>Workshop - Fully equipped at surface &amp; Underground for equipment maintenance by OEM</li> <li>Pastefill - Most Modern and efficient back filling</li> </ul>
Best-in-Class Execution Partners	<ul> <li>Shaft Sinking - METS - Shaft Sinkers, South Africa; NFC- ENFI - CC5, China</li> <li>Mine Development - Barminco, Australia; AAC - Reliant, Peru; Indian contractors, Expats</li> <li>Mining Fleet - Atlas Copco - Sandvik - Normet, Sweden; Catter Pillar, USA</li> <li>Raise Boring - Bergteamet, Sweden; Atlantis, South Africa</li> <li>Paste Fill Plant - Golder Associates, Canada</li> </ul>
Talent Pool	<ul> <li><i>Experienced expats</i> on board for handholding, mentoring &amp; training HZL team</li> <li><i>Mining academy</i> - Skill development and enhancement of local youth in UG operation</li> <li><i>Skill development</i> and competency building of existing manpower pool</li> </ul>



#### **Technology Initiatives**



**Cavity Monitoring** System: Stope scanning identifies and minimises deviation



**Refuge Chamber:** First of its kind in the country, provides a safe refuge during UG emergency

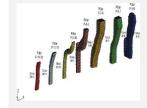


Mobile Carrier Rig: Eases mobility of exploration drills

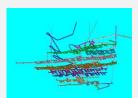


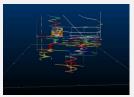
1500 KW Ventilation Fan: First of its kind in the country, provides best UG working environment.

#### **Mine Planning**









Schedule simulation using 5D planner

Shaft sinking

Measurement

In-situ stress

measurement

3D design using

datamine

and pillar design

for stope

3D numerical modelling







Electronic shot firing



**Mine Operation** 

Best-in-class mining equipment



Virtual reality and simulation-based training



Mine digitisation and tele remote

3D scanning with

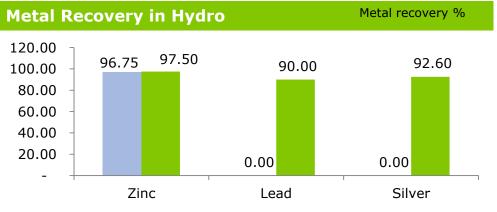
laser scanner

Accelerated focus on safety & productivity leveraging technology



#### **Process & Technology**

Metal	Process	Technology	
Zinc	Hydro Metallurgy	Outokumpu roast-leach-electro winning technology	
	Pyro Metallurgy	Imperial smelting technology	
Lead		Imperial smelting technology	
	Pyro Metallurgy	Ausmelt Top Submerged Lance technology	
		SKS, bottom blowing technology	



Exisiting Metal Recovery

Enhanced metal recovery with fumer (pilot project commissioning in mid FY 2019)

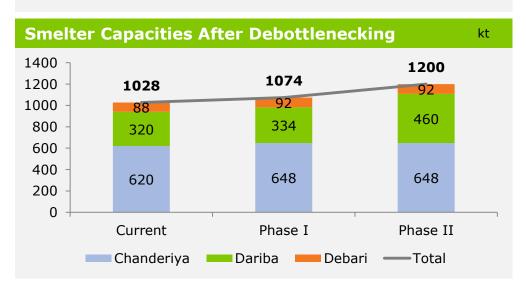
### **Smelter Debottlenecking**

#### Phase 1 : December 2017

- Cell house operation @ 200 KA from 180 KA
- · Upgradation of Roaster leaching circuits
- Mechanisation of cell house at Debari zinc plant

#### Phase 2 : December 2018

- · Expansion of Dariba zinc cell house
- · Leaching & purification circuit debottlenecking @ Dariba
- Oxygen enrichment in roasters to increase throughput



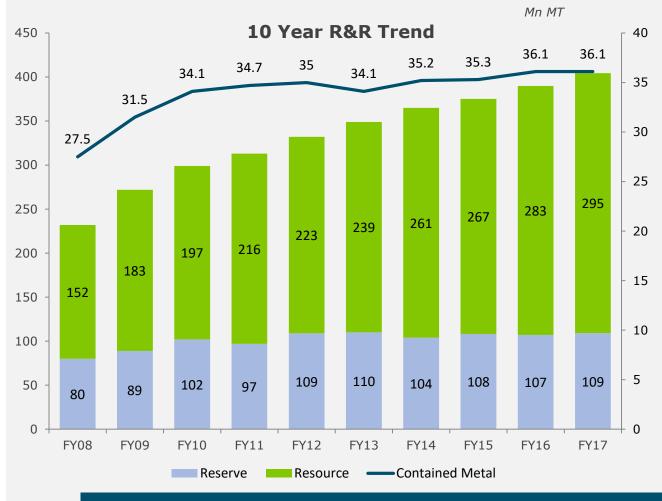


# 04 Exploration

Scott Caithness Head Exploration



#### Sustained Commitment to Exploration $\rightarrow$ Strong Track Record of R&R Addition

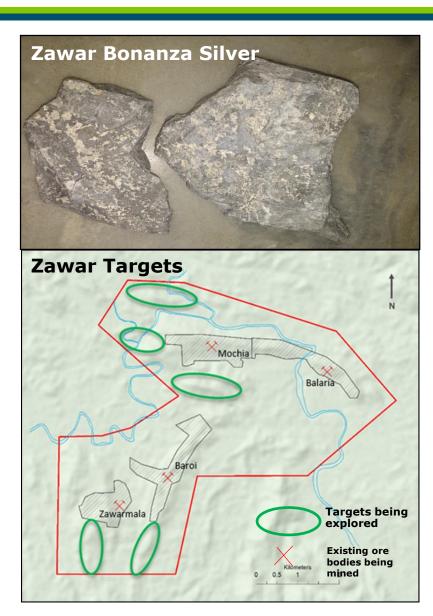


- R&R 404 MT in 2017 underpins 25+ years of production at current rate
- R&R estimation to the JORC standard and audited by international consultants
- Drill 80,000+ metres pa to add new resource tonnage
- Clear exploration strategy to grow R&R
- Use of latest global technologies

# Every year since disinvestment, we have added more than depleted



- All deposits remain 'open' either at depth or along strike
- New exploration targets could exist within held MLs
  - Zawar in-mine bonanza silver 2-8 metres zones grading+5oz/t Ag
  - New prospects in all MLs
- Zawar has 5 new prospects
  - Exploration potential for 50-80 mn MT of 4-6% Zn+Pb
  - +5km of prospective geology, strong Zn+Pb in soils and ancient mine workings
  - Next steps Surface geophysics, forest clearance and drilling
- More than 20 valid ML, PL and RP applications provide potential for greenfield discoveries





### **Using Global Leading Exploration Technologies**

- Modern drill rigs and motorised directional drilling
- Drilling and geochemical data management software
- 3D visualisation software packages
- Geophysical techniques

Ore body Drill hole

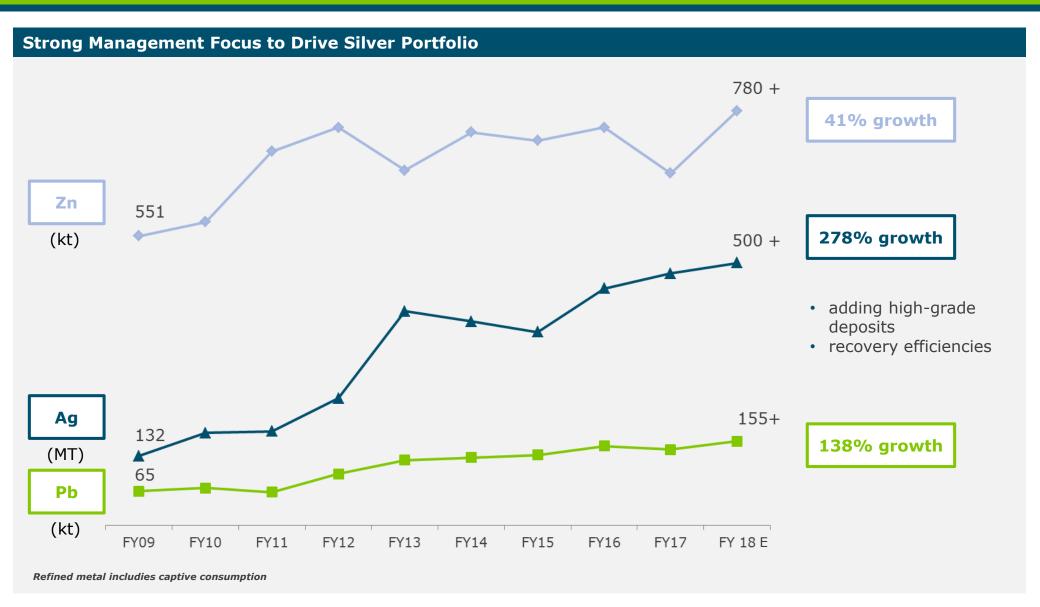


### High speed drill rig at Kayad Mine

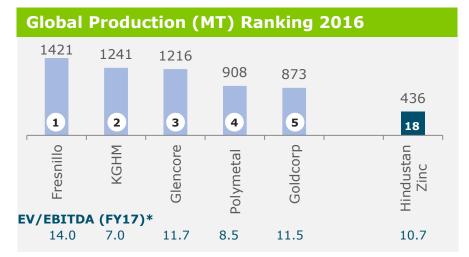




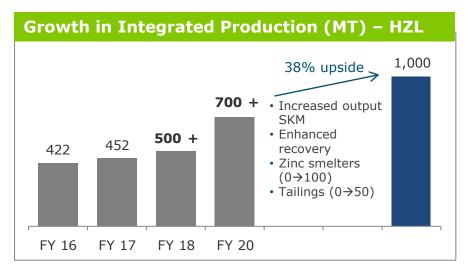








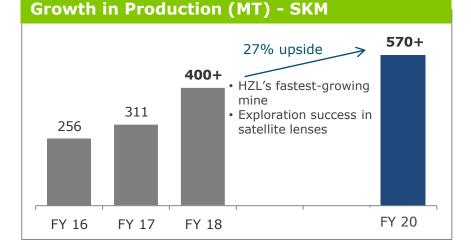
Source : Metals Focus and \*Reuters



#### **Global Production (MT) Ranking 2016 - Mines**

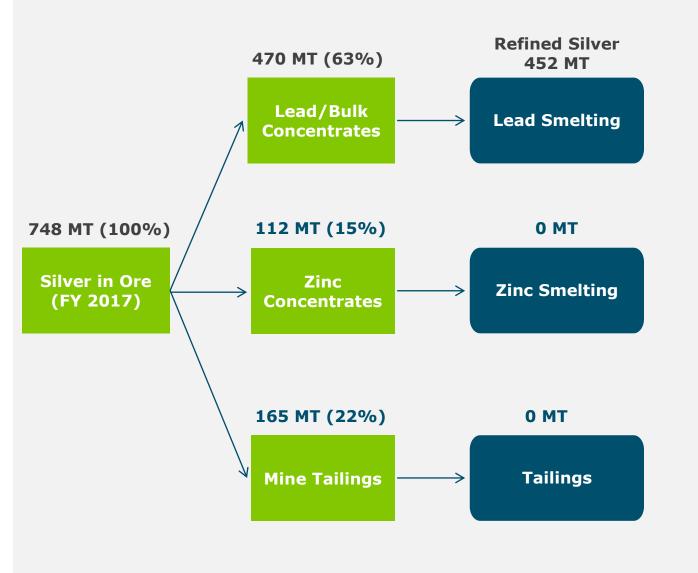


Source : Metals Focus



Hindustan Zinc Poised to be Among 'Top 5 Silver Companies'





### Key Focus Areas

### Mining (452 → 850)

- Focus on silver-rich deposits  $\rightarrow$  ongoing
- Achieving benchmarked recoveries in mines;
  - Prefloat, flash float → May 18

# *Zinc Smelters* (0 → 100)

- Fuming technology → June 18 (first fumer)
- Second/third fumer → April 20 (plan)

# Recovery from Tailings $(0 \rightarrow 50)$

 Reflux classification → June 18 (pilot)

452 MT

**FY 2017** 

1,000 MT



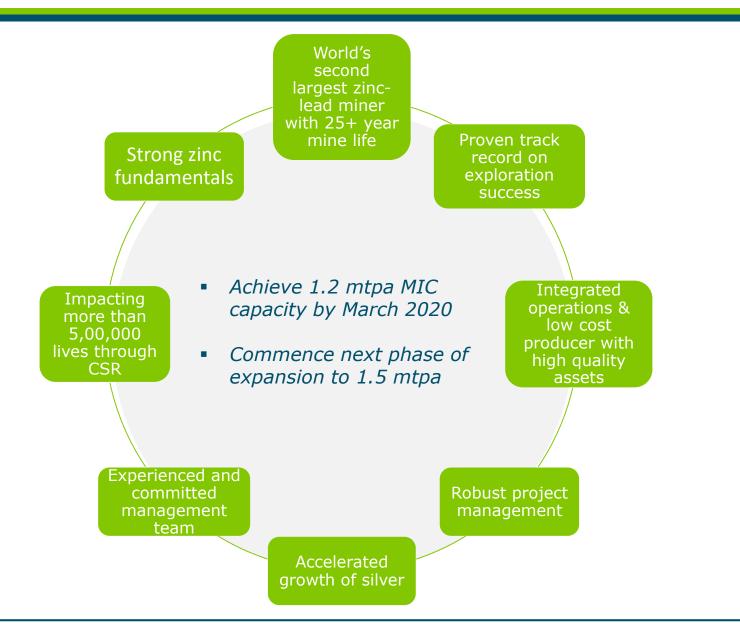
# **06 Way Forward** Sunil Duggal, CEO



Shaft and decline integration **1.5 mtpa** Multi-level mining capacity **Digital transformation** under New prospects & tenements planning **R&R** addition 25+ years of mining R&R with potential of 1.2 **1.2 mtpa** mtpa capacity Transition to underground mining progressing smoothly by FY 2020 Shaft commissioning on track for O3 FY 2019 Mill & smelter capacity to keep pace Reduction in COP on shaft commissioning

Outlook FY 2018 *Mined metal:* Higher than 907 kt of FY 2017 *Refined zinc-lead:* 950 kt; silver: 500 +MT Marginally higher dollar COP (excluding royalty) Project Capex of \$350-360 million (including ongoing mine expansions, fumer and smelter debottlenecking) **Summary** 





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# Thank You

# Sample Financial Working & Sensitivity



S	<b>S. No.</b> 1 2 3 4 5	Particulars Mined metal production Metal production	- Zinc	UOM kt	Value 1,200
S	2 3 4	-			1,200
S	3 4	Metal production		kt	979
0	4		- Lead	kt	173
S		Silver production	- Leau	kt	750
S			- Zinc	\$/MT	2,950
S L	6	Realisation	- Lead	\$/MT	2,350
	7		-Silver	\$/Troz	17.00
INPUTS	8	Cost Of Production(COP)		\$/MT	800
Z	9	. ,	- Lead	\$/MT	700
	10		- Silver	\$/Kg	20
	10		- Zinc	φ/Ky	13.20
	12	Royalty	- Lead	%	19.14
	12		- Silver	70	9.24
	13		- Silver		9.24
	14	Exploration and others		¢ man	80
	15	Sustaining capex		\$ mn	
	10	Project capex	– Zinc		320
	17	Revenue	- Lead		2,889 406
G					
Ž	19		-Silver		410
ž	20	Total Revenue	7:		3,705
0	21		- Zinc		783
3	22		- Lead		121
Ā	23		-Silver		15
5	24	Total COP		\$ mn	919
A	25	, ,	- Zinc	·	381
	26		- Lead		78
SAMPLE FINANCIAL WORKING	27		-Silver		38
	28	Total Royalty			497
Σ	29	EBITDA Metal			2,258
S	30	EBITDA Wind Power			25
	31	EBITDA Total			2,283
	30	<b>Operational Free Cash</b> <i>onservative LME &amp; Premium</i>	**		1,916

ost Sensitivity	<b>EBITDA</b> (\$ mn)
Increase in LME	(\$ 1111)
Zinc (\$100/MT)	82 🔨
Lead (\$100/MT)	17 🛧
Silver (\$1/Toz)	20
Every \$10/MT increase in COP	
Zinc	9 🗸
Lead	2
Every 10kt increase in volume	

Zinc	19	
Lead	13	1

All the above are individual Sensitivities and assume that the other parameters in the sample calculations stay constant

# **Rampura Agucha Mine**



#### **Open Pit**

**Ultimate Pit Depth** 

: 400 metres from surface

#### UG Mine

- Planned Production Capacity : 4.5 mtpa
- Fully mechanised trackless mining operation
- Mining Method

: LHS with paste fill

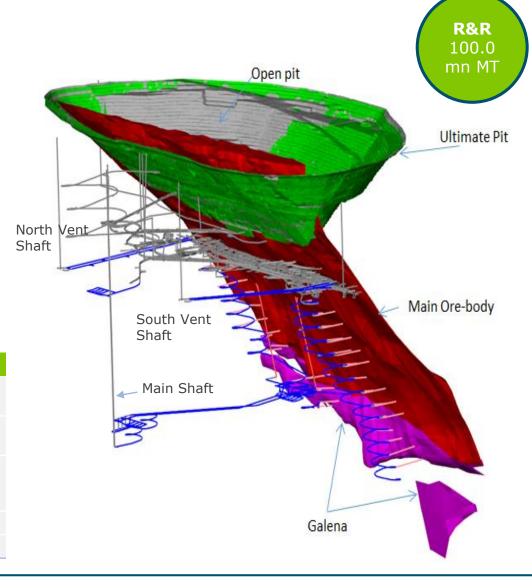
#### **Major Activities**

- Decline and ancillary development
- Production shaft and crusher system
- Raise boring
- Paste fill plant
- Surface & underground infrastructures

#### <u>Shaft</u>

- Main shaft 7.5 metres dia, capacity 3.75 mtpa, 955 metres deep
- 2 nos. ventilation shafts of 7.5 metres dia

Year	Milestone
2013	<ul><li>North and South ramp started</li><li>Main shaft sinking started</li></ul>
2015	<ul><li>Paste fill plant installed</li><li>North vent. shaft completed</li></ul>
2016	<ul><li>Production from main block</li><li>Main shaft sinking completed</li><li>South vent. shaft completed</li></ul>
2017	Shaft winder commissioning
2018	Main shaft commissioning





#### UG Mine

- Planned Production Capacity
- Mining Method

- : 6.0 mtpa
- : Long hole stoping with paste filling
- Fully mechanised trackless mining operation

#### **Major Activities**

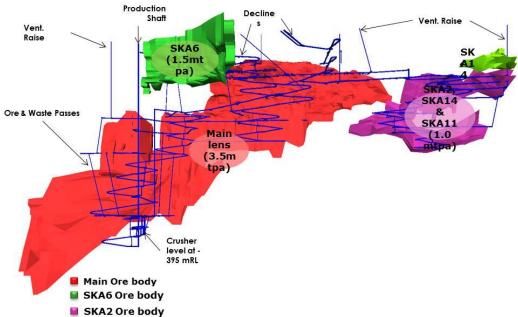
- Decline and ancillary development
- Production shaft and crusher system
- Raise boring
- Paste fill plant
- Beneficiation plant
- Surface and underground infrastructures

#### <u>Shaft</u>

• Main shaft 7.5 metres dia, capacity 3.75 mtpa, 1,050 metres deep

Year	Milestone
2013	Main shaft sinking started
2014	<ul><li>South ramp commenced</li><li>Paste fill plant started</li></ul>
2015	<ul><li>Paste fill plant commissioned</li><li>Mill DBN (2 to 2.8 mtpa) completed</li></ul>
2016	<ul><li>Production from SKA6</li><li>Main shaft sinking completed</li></ul>
2017	<ul><li>Production from SKA14</li><li>Mill plant (1.5 mtpa) commissioned</li></ul>
2018	<ul><li>Shaft and winder commissioning</li><li>Mill (1.5 mtpa) commissioning</li></ul>





# **Rajpura Dariba Mines**



#### UG Mine

- Access to Mine
- Method of Working
- Ore Hauling

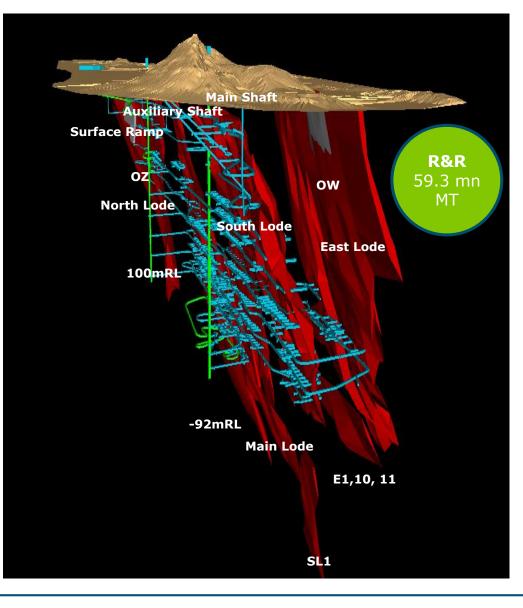
: Blast hole stoping with hydraulic filling

: Through ramp and shaft

: Through ramp and shaft

#### **Major Activities**

- Ramp up to 1.5 mtpa ore production capacity
- Decline and ancillary development
- Raise boring
- Hydro fill plant
- Debottlenecking of beneficiation capacity
- Surface and underground infrastructures new and upgradation



# **Zawar Mines**



#### UG Mine

- Cluster of 4 mines having independent infrastructure
- Access to Mine
- : Through ramp and shaft
- Access to Mine
- Method of Working
- Ore hauling

- : Through ramp and shaft : Blast hole open stoping
- : Through ramp and shaft

#### **Major Activities**

Ramp up to 4.5 mtpa ore production capacity

- Declines and ancillary development
- Crusher system
- Raise boring
- Beneficiation plant
- Surface and underground infrastructures
- Introduction of mechanised mining
- New declines under development for trackless mining

Year	Milestone
2015	Mochia, Balaria and North Baroi mine dev commenced
2016	Surface infrastructure at North Baroi
2017	<ul><li>North Baroi decline completion</li><li>Mill DBN (1.2 to 2.7 mtpa) commissioning</li></ul>
2018	<ul><li>Mochia decline completion</li><li>Mill (2 mtpa) commissioning</li></ul>
2019	<ul><li>Balaria decline completion</li><li>Back fill plant commissioning</li></ul>



#### VEDANTA ZINC DAY AUGUST 2017



#### UG Mine

- Shallow Ore Body
- Access to Mine
- Mining Method
- Ore Hauling
- Ore Treatment
- : Through ramp : Long hole open stoping with filling
- : By 50 T LPDT through ramp
- : By 50 T LPDT through ramp
- **Major Activities**
- Decline and ancillary development
- Raise boring
- Cement Rock fill plant
- Surface and underground infrastructures

