MOIL LIMITED
(A Government of India Enterprise)
Regd. Off.: MOIL Bhawan, 1A Kasturba Road,
Mumbai – 400 013
Website: www.moil.nic.in, E-Mail ID: compliance@moil.nic.in, Ph.: 0212-2656182, Fax: 0212-2591561, CIN: L99999MH1962GO00226


To,
The GM (Listing),
National Stock Exchange of India Ltd,
Exchange Plaza, Plot No.C-1, G Block,
Bandra Kurla Complex, Bandra (East),
Mumbai – 400053

To,
Listing Department
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai- 400001

Sub: Intimation of Schedule of Analyst/Institutional Investor Meet for MOIL Limited ("Company")

Ref: Regulation 30 and Regulation 46(2) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir/Madam,

In terms of Regulation 30 and 46(2) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended read with corresponding circulars and notifications issued thereunder, it is hereby informed that the Company will be participating in a non-deal roadshow and shall be meeting prospective investors. The meeting details will be uploaded subsequent to the meetings scheduled to be held from November 16, 2016 to November 18, 2016 (both days inclusive).

A copy of the corporate presentation for the road show is attached. Furthermore, the corporate presentation is disseminated in the website of the Company at www.moil.nic.in.

This is for your kind information.

Thanking you,

Yours faithfully,

For MOIL Limited.

(Neeraj Dutt Pandey)
Company Secretary
MOIL Limited
A Government of India Undertaking
CORPORATE PRESENTATION

November 2016
**Disclaimer**

This presentation has been prepared by [Company] (the "Company") for general information purposes only, without regard to specific objectives, market, financial situation and needs of any particular person. The Company does not constitute a prospectus, offering circular or offering memorandum, or an offer, or a solicitation of any offer, to purchase or sell, any shares or any other security, or the furnishing of any information for any such purpose or any other purpose. This presentation does not apply to the United States and is governed by the laws of the United States.

This presentation may not be copied or reproduced, in whole or in part, and in any manner, without the express written consent of the Company. The Company has made reasonable efforts to ensure that the information contained in this presentation is accurate and complete, but does not guarantee the accuracy, completeness, or timeliness of the information. The Company is not responsible for any errors or omissions in the presentation, nor for any actions taken in reliance on the information contained therein.

The Company may change its opinions and/or recommendations at any time if the Company so chooses. The Company reserves the right to modify or amend this presentation without prior notice. The Company has no obligation to update or alter this presentation to reflect such changes.

Any person or entity relying on or using this presentation does so at their own risk and in no event shall the Company be liable for any damages, whether direct, indirect, special, incidental or consequential, arising out of or in connection with this presentation or its use, or for any action taken in reliance on the information contained therein.

**Manganese Ore - Uses**

- **Steel Industry: Major End Market**
  - Around 90% of the Mn ore is used in production of Mn Ferroalloys. However, over last decade, the consumption in Si Mn alloys has been increasing vis-à-vis Fe Mn alloys
  - Around 4-5% of consumption is for production of hot metal, during production of steel through blast furnace route. Another 4-5% is used in other industries such as dry cells (batteries), chemicals etc.

Source: [Market Survey on Manganese Ores](BM), October 2023
Industry Overview

- About 95% of the world's production of Manganese Ore is used directly or indirectly in steel making. Hence the demand of manganese ore is directly related to the production of steel.

- The average grade of manganese ore produced in India is low (Mn 32-33%). This necessitates imports of high grade manganese ore to blend with domestic quality of manganese ore for producing ferro/silico manganese required for steel industry. Besides above, India is also the highest exporter of silico manganese in the world.

- India’s production of steel for 2015-16 is ~89.78 million tons for which the manganese ore requirement is approx. 3.04 million tons. However, the actual production of manganese ore during the said period was only ~1.90 million tons.

- In the last 3 years, there was surge in the world’s production of manganese ore especially in South Africa. During 2015, the global production of manganese ore was 48.69 million tonnes.

- World production of steel reduced by 2.98% in 2015 (from 1647 Million Tonnes to 1598 Million Tonnes). Even after considering the consumption in steel industry with its increased production there was surplus availability of manganese ore by 2.12 million tonnes.

Manganese Ore | Global Environment

**World Manganese Ore Production**

<table>
<thead>
<tr>
<th>Year</th>
<th>Production (Million Tonnes)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td>52.42</td>
</tr>
<tr>
<td>2012</td>
<td>51.49</td>
</tr>
<tr>
<td>2013</td>
<td>55.44</td>
</tr>
<tr>
<td>2014</td>
<td>55.19</td>
</tr>
<tr>
<td>2015</td>
<td>48.09</td>
</tr>
</tbody>
</table>

**World & Country-wise Production of Manganese Ore**

1. **China** - 13.00
2. **South Africa** - 6.33
3. **Australia** - 7.80
4. **India** - 4.81
5. **Brazil** - 2.60
6. **Ukraine** - 2.50
7. **Kazakhstan** - 1.16
8. **Ghana** - 0.95

*Figures for Calendar Year. Source: MMT*

**Agenda**

1. **Industry Overview**
2. **World Manganese Scenario**
3. **Indian Manganese Scenario**
4. **About Moil**
5. **Operational and Financial Performance**
6. **Company Strengths and Strategies**
7. **Activities**
Manganese Ore Reserves in India (in Million Tonnes)


Manganese Ore | India Scenario

State wise Production of Manganese Ore, 2015-16 (P)

- The key demand drivers have been increasing steel production.
- India has only 20% of high & medium grade reserves & the rest account for low grade ore reserves.
- With increasing demand for SPMs, the imports of medium grade ore (55-64% Fe) has increased.

Source: IBM
Import of Manganese Ore in India | Country wise

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Others</td>
<td>0.264</td>
<td>0.357</td>
<td>0.332</td>
<td>0.117</td>
<td>0.116</td>
</tr>
<tr>
<td>Gabon</td>
<td>0.173</td>
<td>0.213</td>
<td>0.232</td>
<td>0.263</td>
<td>0.447</td>
</tr>
<tr>
<td>Australia</td>
<td>0.568</td>
<td>0.745</td>
<td>0.500</td>
<td>0.749</td>
<td>0.555</td>
</tr>
<tr>
<td>South Africa</td>
<td>0.036</td>
<td>1.011</td>
<td>1.015</td>
<td>2.044</td>
<td>1.119</td>
</tr>
</tbody>
</table>

Source: DGFT (Directorate General of Foreign Trade)

Agenda

1. Industry Overview
2. World Manganese Scenario
3. Indian Manganese Scenario
4. About MoIL
5. Operational and Financial Performance
6. Company Strengths and Strategies
7. Activities
## MOIL Limited - A Brief History

<table>
<thead>
<tr>
<th>Year</th>
<th>Milestone</th>
</tr>
</thead>
<tbody>
<tr>
<td>1889</td>
<td>Central Prospecting Syndicate was formed to prospect for manganese deposits. The First Prospecting License was taken in 1889 at Munsar and work commenced in the same year.</td>
</tr>
<tr>
<td>1908</td>
<td>The Syndicate was converted into a Public Company as Central Provinces Manganese Ore Company Limited (CPMO) incorporated in UK. Later, CPMO acquired mines in Nagpur, Bhandara and Balaghat districts.</td>
</tr>
<tr>
<td>1962</td>
<td>On 22nd June 1962, MOIL was incorporated by Government of India. Through an agreement between the Government of India and the CPMO, the assets were taken over by MOIL and as a result, CPMO held 49% shares and the rest was held by Government of India and the State Governments of Maharashtra and Madhya Pradesh.</td>
</tr>
<tr>
<td>1977</td>
<td>The Remaining 49% of shares were acquired by the Government of India from CPMO and MOIL became a 100% Government Company.</td>
</tr>
<tr>
<td>2010</td>
<td>The Company got listed in Dec-2010 with divestment of 10% shares by Central Government and 5% each by State Governments of Maharashtra and Madhya Pradesh.</td>
</tr>
</tbody>
</table>

## MOIL Limited | Location of Mines

**Road distance from Nagpur in Kms.**

- Balaghat: 217
- Sitapatore: 156
- Tirodi: 146
- Ukwa: 254
- Beldongri: 40
- Gurgaon: 35
- Kundri: 42
- Munstar: 45
- Childa: 116
- Dongri: 122
### Board of Directors

<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>Shri M.P. Chaudhary</td>
<td>Chairman-Lifetime Managing Director</td>
</tr>
<tr>
<td>Shri T.K. Pattraka</td>
<td>Director (Commercial)</td>
</tr>
<tr>
<td>Ms. Urashraath</td>
<td>Government of India – Nominee Director</td>
</tr>
<tr>
<td>Dr. A.K. Tomo</td>
<td>Independent Director</td>
</tr>
</tbody>
</table>

**Notes:**
- Shri M.P. Chaudhary has also been assigned with additional charge of the post of Director (Finance), for a period of three months w.e.f. 01/09/2016, or till regular incumbent joins the post, or until further order, whichever is the earliest.
- Shri T.K. Pattraka has also been assigned with additional charge of the post of Director (Production and Planning) for a period of three months w.e.f. 01/11/2016, or till regular incumbent joins the post, or until further order, whichever is the earliest.

---

### Board of Directors

<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>Shri G.S. Govers</td>
<td>Independent Director</td>
</tr>
<tr>
<td>Smt. Susnita Prasad</td>
<td>Independent Director</td>
</tr>
<tr>
<td>Shri J.P. Parang</td>
<td>Independent Director</td>
</tr>
<tr>
<td>Ms. Sayalini Girdhar</td>
<td>Independent Director</td>
</tr>
</tbody>
</table>

**Notes:**
- Shri G.S. Govers (Electrical), 1977 First Class with Honours B.ECE from IIT, Delhi 1971 First Class First. He has worked at various positions in the field of electronics, in various capacities, like Director, Chairman, Managing Director, etc. He has vast experience in the field of electronics, design, testing, development, production, and administration.
- Smt. Susnita Prasad, M.A. economics, is a retired Home Secretary. She has held various positions like Director, Managing Director, etc.
- Shri J.P. Parang, M.A. (Economics), is a retired Home Secretary. He has held various positions like Director, Managing Director, etc.
- Ms. Sayalini Girdhar, M.A. (Economics), is a retired Home Secretary. She has held various positions like Director, Managing Director, etc.

---

**Note:** Term of service ending on November 15, 2016.
Sale of Manganese Ore (in Lakh Tonnes)

- 2011-12: 10.78
  - Ferro Grade: 2.29
  - M5M Grade: 5.15
- 2012-13: 11.93
  - Ferro Grade: 2.51
  - M5M Grade: 5.39
- 2013-14: 11.33
  - Ferro Grade: 2.41
  - M5M Grade: 5.00
- 2014-15: 9.10
  - Ferro Grade: 1.48
  - M5M Grade: 5.00
- 2015-16: 9.67
  - Ferro Grade: 1.24
  - M5M Grade: 5.00

MOIL Manganese Ore Price relation with Share Price Movement

- Price Trend of MOIL Manganese Ore (₹/MT)
  - B0102 (Mn 40%)
  - GH2416 (Mn 39%)
  - CH6413 (Mn 37.5%)

- Share Price Movement of MOIL
  - Close Price

Source: MOIL

Note: All values are in Lakh Tonnes.
Financial Snapshot - Annual Trends

Despite reduction in Manganese ore prices by about 50% between Jan 2015 and March 2016, MOIL has been able to restrict the reduction in average sales realization to only 29%, which has been possible due to higher production and sales of high grade ores. The improved product mix has enabled the company to register profits.

Financial Snapshot - Half Year | FY17

- The Company has adopted INDS-AS from April 01, 2016.
- Reduction in profits mainly due higher sale of low grade ores, accumulated in previous year, during the period.
- Company has also completed the buyback process in accordance with Securities & Exchange Board of India (Buy Back of Securities) Regulations, 1998, on October 07, 2016 which was approved by Board of Directors in the meeting dated June 07, 2016. Consequently, the paid up share capital stands reduced to Rs. 133.19 crore and general reserve at Rs. 2,542.92 crores.
### Dividend Paid

<table>
<thead>
<tr>
<th>Years</th>
<th>Total equity capital as on 31st March (in Crores)</th>
<th>Total dividend paid (in Crores)</th>
<th>Total dividend as % of total equity</th>
<th>Total dividend as % of PAT (Payout)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011-12</td>
<td>168.00</td>
<td>84.00</td>
<td>50%</td>
<td>20.45%</td>
</tr>
<tr>
<td>2012-13</td>
<td>168.00</td>
<td>92.40</td>
<td>55%</td>
<td>21.40%</td>
</tr>
<tr>
<td>2013-14</td>
<td>168.00</td>
<td>126.00</td>
<td>75%</td>
<td>24.73%</td>
</tr>
<tr>
<td>2014-15</td>
<td>168.00</td>
<td>142.80</td>
<td>85%</td>
<td>33.36%</td>
</tr>
<tr>
<td>2015-16</td>
<td>168.00</td>
<td>84.00</td>
<td>50%</td>
<td>48.56%</td>
</tr>
<tr>
<td>Total</td>
<td>529.20</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Agenda

1. **INDUSTRY OVERVIEW**
2. **WORLD MANGANESE SCENARIO**
3. **INDIAN MANGANESE SCENARIO**
4. **ABOUT MODIL**
5. **OPERATIONAL AND FINANCIAL PERFORMANCE**
6. **COMPANY STRENGTHS AND STRATEGIES**
7. **ACTIVITIES**
### Key Strengths

- Largest Manganese Ore Producer in India (on mt. tonne basis)
- Recipient of Prestigious Awards
- Expansion plan for future growth
- Regular Dividend Paying Company
- Operates 10 mines in Maharashtra & M.P.

### Competitive Strengths & Key Business Strategies

#### Competitive Strengths
- Largest producer of manganese ore in India with access to significant reserves
- Well positioned to capture the growth potential of the Indian steel industry
- Track record of growth and efficient operations
- Strategic location of our mines provides us with competitive advantages
- Strong track record of financial performance
- Strong capabilities for exploration, mine planning and research development
- Experienced senior management and large pools of skilled manpower

#### Key Business Strategies
- Maintain our leadership position in India and continue to increase production levels at our existing mines to capitalize on expected growth of the Indian steel sector
- Engage in exploration through our extensive lease holdings to prove additional reserves
- Achieve higher forward integration to capture additional margin
- Continue to increase margins, efficiency, profitability and control costs
- Continue our focus on developing environmentally friendly and socially sustainable operations


---

Additional Activities

Non-Conventional Source of Energy
- MOIL has installed wind farms for captive power requirement and to promote non-conventional energy resources. The present capacity is 20 MW.
- MOIL is planning to setup 10.5 MW Solar Power Plant at mines in Madhya Pradesh and Maharashtra.

Strategic Management Plan: 2030
- Taking into consideration anticipated growth in steel production and, as a result, increase in requirement of manganese ore, the company has prepared Strategic Management Plan (SMP) covering a period up to 2030.
- The SMP envisages availability of MOIL's ore at a level of 3.00 million MT by 2030.
- In this direction, several shaft sinking and deepening projects have been completed and some ongoing and planned projects.

Exploration and Prospecting works in Madhya Pradesh
- MOIL has signed Memorandum of Understanding (MoU) jointly with Government of Madhya Pradesh, Mineral Resources Department and Madhya Pradesh State Mining Corporation Limited (MPSMCL), to conduct exploration and prospecting works by MOIL in Madhya Pradesh.
- MOIL also envisages formation of a Joint Venture Company between MOIL (21%) and MPSMCL (49%), in case of availability of ore is proved, in any area.
- MOIL is aimed at increasing the mineral resources in Madhya Pradesh.

Capital Projects | Ongoing projects

<table>
<thead>
<tr>
<th>S. No.</th>
<th>New Projects</th>
<th>Capex (in Cr.)</th>
<th>Expected year of completion</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Deepening of Holmes shaft from 12th Level to 16.5 Level</td>
<td>28.30</td>
<td>2016-17</td>
</tr>
<tr>
<td>2.</td>
<td>Sinking of 2nd vertical shaft at Chida mine. The shaft diameter is 4.5 meters, having a depth of 160 meters.</td>
<td>48.70</td>
<td>2018-19</td>
</tr>
<tr>
<td>3.</td>
<td>Deepening of vertical shaft at Kondri mine by 57 mtrs.</td>
<td>14.82</td>
<td>2018-19</td>
</tr>
<tr>
<td>4.</td>
<td>Sinking of 2nd vertical shaft at Munsar mine. The shaft diameter is 4.5 meters, having a depth of 180 meters.</td>
<td>51.32</td>
<td>2019-20</td>
</tr>
<tr>
<td>5.</td>
<td>Sinking of 2nd vertical shaft at Ukwu mine. The shaft diameter is 5.5 meters, having a depth of 324 meters.</td>
<td>77.15</td>
<td>2020-21</td>
</tr>
</tbody>
</table>

Recently approved mining projects

- Sinking of high speed vertical shaft at Balaghat Mine
  - The high speed shaft involves Capex of Rs. 265.36 Cr.
  - The total production from the mine is likely to touch 0.6 mn MT from 0.3 mn MT.

- Sinking of high speed vertical shaft at Gumgaon Mine
  - The high speed shaft involves Capex of Rs. 194.92 Cr.
  - The total production from the mine is likely to touch 0.14 mn MT from 0.07 mn MT.

The Mining Projects recently completed/taken up/recently approved/envisaged by the Company will help in sustaining as well as increasing production to a level of 2.00 million MT by 2020.
MOIL | New Area Development

New area additions in last 5 years
(1177.679 Ha)

Maharashtra (868.460 Ha)

M.P. - 125.383 Ha

M.S. - 132.480 Ha

M.S. - 217.270 Ha

M.P. - 383.836 Ha

Area under Prospecting Leases
(597.44 Ha)

Area under Mining Leases
(179.133 Ha)

Area under Reservation
(601.106 Ha)

Area converted to ML

Total area incl. Additions : 2942.316 Ha

Source: Stock Exchange Filings and MOIL’s Annual Report(s).
M.S.: Maharashtra, M.P.: Madhya Pradesh

Agenda

1. INDUSTRY OVERVIEW
2. WORLD MANGANESE SCENARIO
3. INDIAN MANGANESE SCENARIO
4. ABOUT MOIL
5. OPERATIONAL AND FINANCIAL PERFORMANCE
6. COMPANY STRENGTHS AND STRATEGIES
7. ACTIVITIES
Introduction of Mechanization in UG/OC Mines

Value Addition – EMD (Dongri Buzurg) and FM Plant (Balaghat)

- The Plant was installed through in-house R&D and the EMD produced is of good quality. MOIL's EMD is well established in the market. The plant Capacity is 1000 TPA. The Plant has bagged PRESIDENT OF INDIA NATIONAL ENERGY CONSERVATION AWARD IN 2006 & 2007.

- The Ferro Manganese Plant is located at Balaghat in Madhya Pradesh. This is the only pit head plant in the country. The Capacity of the Plant is 10000 tpa and produces Ferro Manganese of very high quality comparable to international standards.
Value Addition through beneficiation and Wind Farm

- The Company has successfully commissioned in September 2007, a 500,000 TPA state of the art Integrated Manganese Ore Beneficiation Plant with most modern fully computerized bottom air pulsated Jigs.
- The Plant is the first of its kind in India for manganese ore beneficiation. The entire ROM produced from Balaghat Mine is handled through the Plant.

- MOIL is one of the first Public Sector Company in the country to install wind farms for captive power requirement and to promote non-conventional energy resources. The present capacity is 20 MW (2006-07).