



## MOIL LIMITED

(A Government of India Enterprise)  
Regd. Off.: MOIL Bhawan, 1A Katol Road,  
NAGPUR – 440 013

Website: [www.moil.nic.in](http://www.moil.nic.in), E-Mail ID: [compliance@moil.nic.in](mailto:compliance@moil.nic.in), Ph.: 0712- 2806182, Fax: 0712-2591661, CIN: L99999MH1962GOI012398

CS/NSE-BSE/2018-19/

Date 29-05-2018

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

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

**Sub: Intimation of Schedule of Analyst/Institutional Investors Meet for MOIL Limited (“Company”) - Reg.**

Dear Sir/Madam,

Further to our letter dated 28.05.2018 in terms of Regulation 46(2) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached copy of the corporate Presentationat Analyst/Institutional InvestorsMeet.

This is for your kind information and record please.

Thanking you,

Yours faithfully,

For MOIL Limited

(NeerajDuttPandey)  
Company Secretary



Encl: As above



# MOIL Limited

A Government of India Undertaking

## CORPORATE PRESENTATION

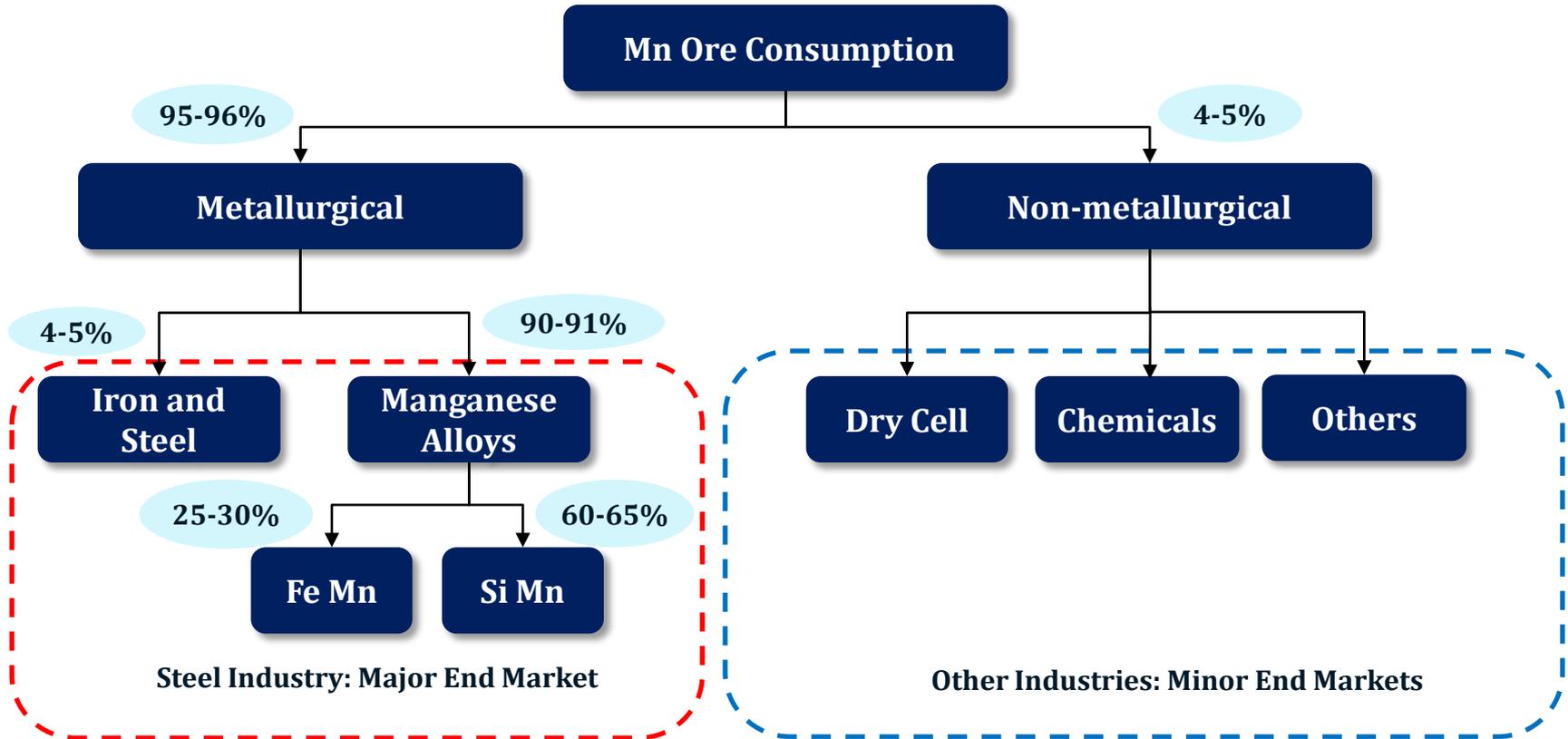
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29<sup>TH</sup> MAY 2018



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# Manganese Ore - Uses



- 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 cell (batteries), chemicals etc.

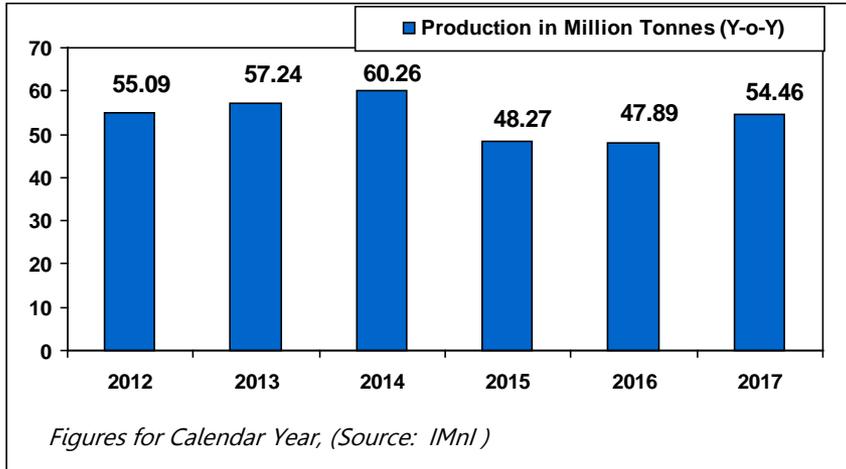
- About 95% of the world's production of Manganese Ore is used directly or indirectly in steel making. Hence the demand of manganese ore is directly related to the production of steel.
- The average grade of manganese ore produced in India is low (Mn 32-33%). This necessitates imports of high grade manganese 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 2017-18 is ~ -102 million tons for which the manganese ore requirement is approx. 3.30 million tons. However, the actual production of manganese ore during the said period is estimated at 2.40 million tons (Actuals for Apr-Dec'17 is 1.81 million tonnes).
- In the last 3 years, there was surge in the world's production of manganese ore especially in South Africa. During 2017, the global production of manganese ore was 54.46 million tonnes.
- World production of steel increased by 2.83% in 2017 (from 1627 Million Tonnes to 1673 Million Tonnes). Even after considering the consumption in steel industry with its increased production there was surplus availability of manganese ore by 0.59 million tonnes.

1 MT of steel required approx. 14 kg of manganese based alloy and for 1 MT of manganese based alloy required approx. 2.30 MT of manganese ore.

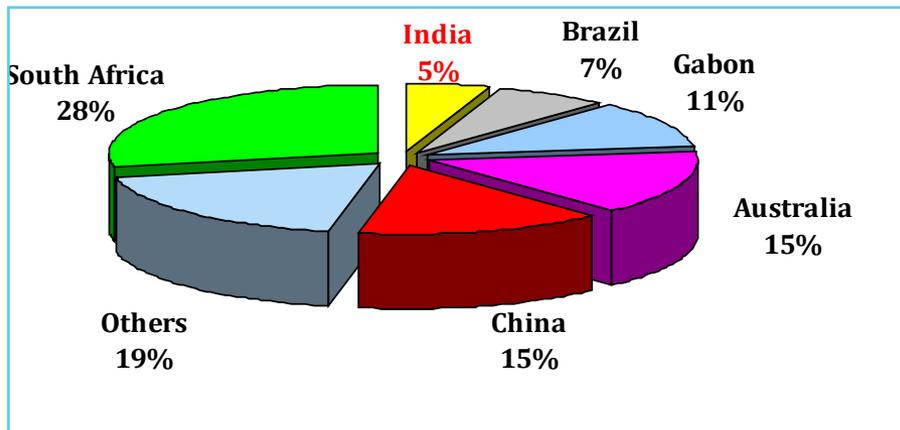
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# Manganese Ore | Global Environment

## World Manganese Ore Production



World Manganese Ore Production – 2016\*  
China and India account ~20% of production



(\*Figures for Calendar Year), Source: IMnI

## World's Country-wise Production of Manganese Ore

Sr. no.	Country	Total Production*
1	China	15.53
2	South Africa	11.42
3	Australia	5.16
4	Gabon	3.38
5	Brazil	2.44
6	Kazakhstan	1.57
7	India	2.10
8	Ghana	2.04
9	Ukraine	1.30
10	Other	2.96

(Source: IMnI)

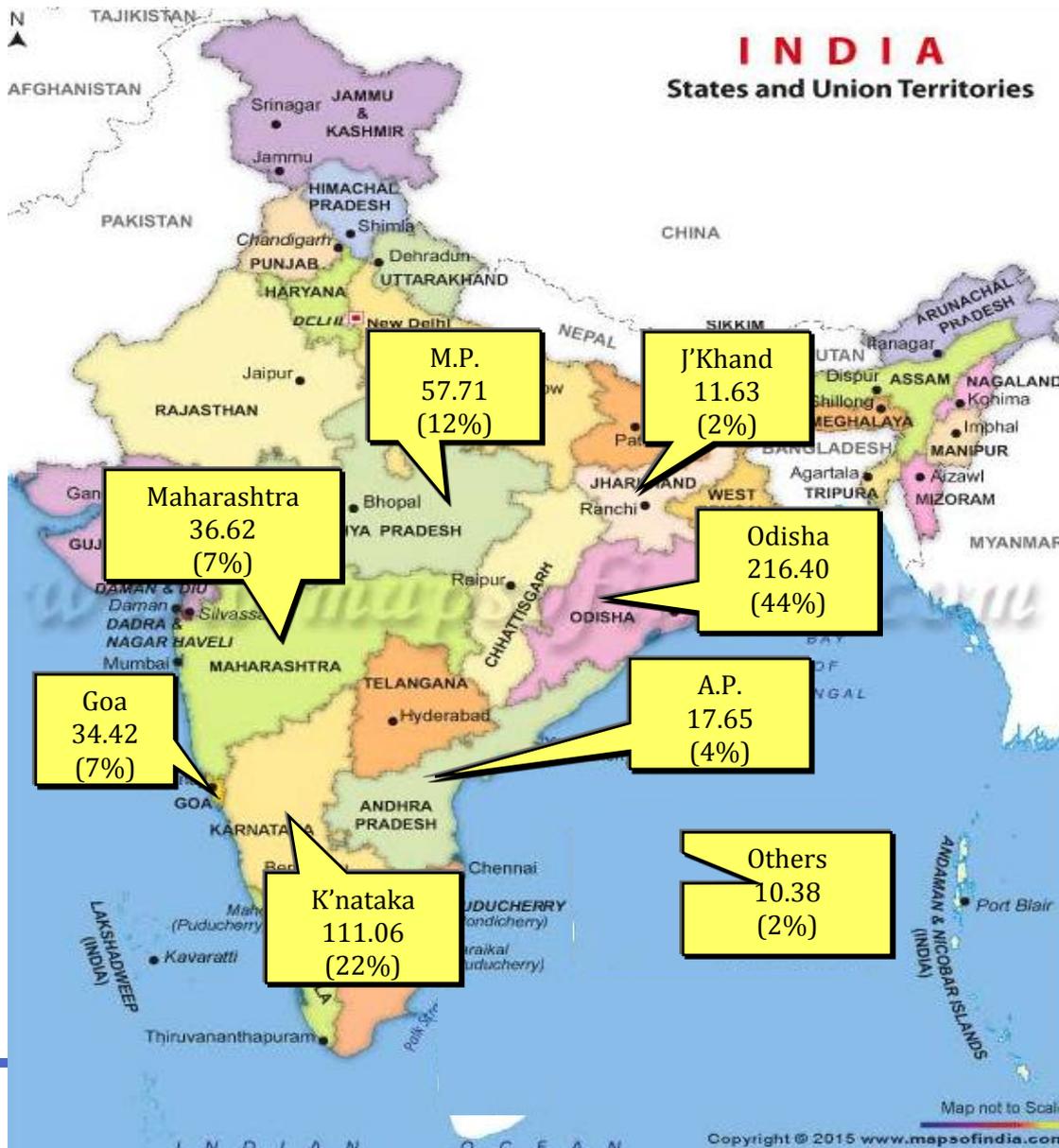
\*Qty in million tonnes – Calendar year 2016

## Major Producers of Manganese Ore in respective countries

Sr. no.	Country	Major producers
1	South Africa	BHP BILLITON, ASSAMG, UMK
2	Australia	BHP BILLITON, CONSMIN
3	Gabon	COMILOG
4	Brazil	VALE
5	Kazakhstan	ENRC
6	India	MOIL
7	Ghana	CONSMIN

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# Manganese Ore Reserves in India (in Million Tonnes)



	MOIL *	INDIA **
Reserves	31.75	93.48
Resources	49.72	402.40
<b>TOTAL</b>	<b>81.47</b>	<b>495.88</b>

\* MOIL as on 01.04.2017

\*\* India as on 01.04.2015

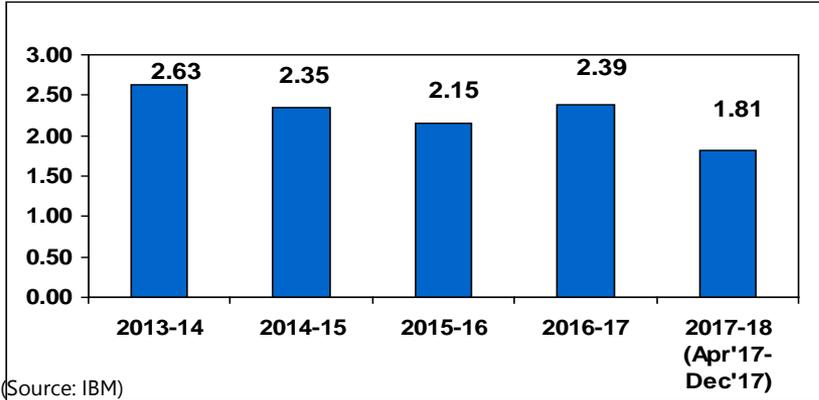
Source: IBM / MOIL

# Manganese Ore | India Scenario



## India Manganese Ore Production

Qty. in million tonnes

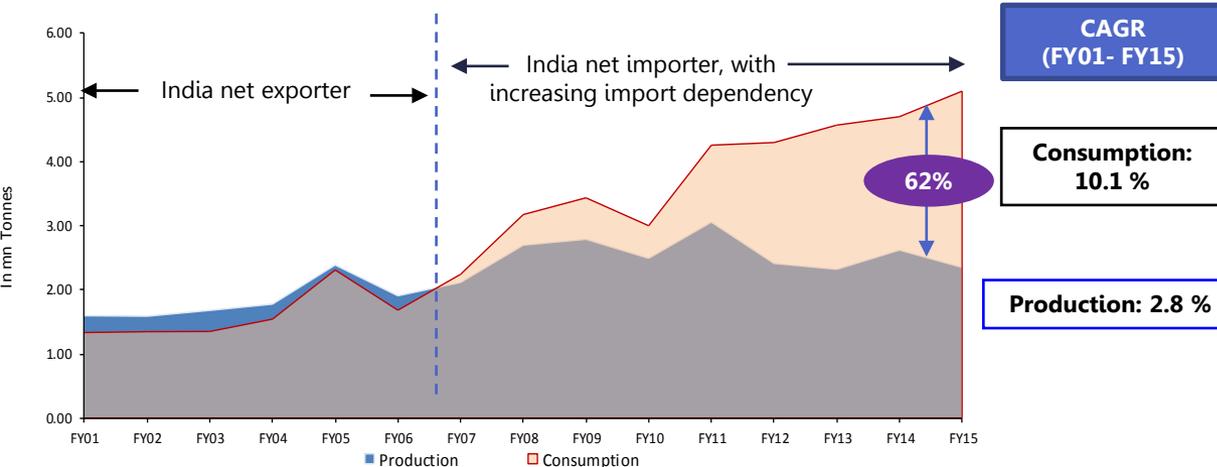


## State wise Production of Manganese Ore, 2016-17 (P)

Sr. no.	States	Quantity in Lakh MT
1	Andhra Pradesh	2.32
2	Gujarat	0.43
3	Karnataka	2.61
4	Madhya Pradesh	6.48
5	Maharashtra	6.04
6	Orissa	5.88
7	Others	0.17

(P): Provisional; Source: IBM

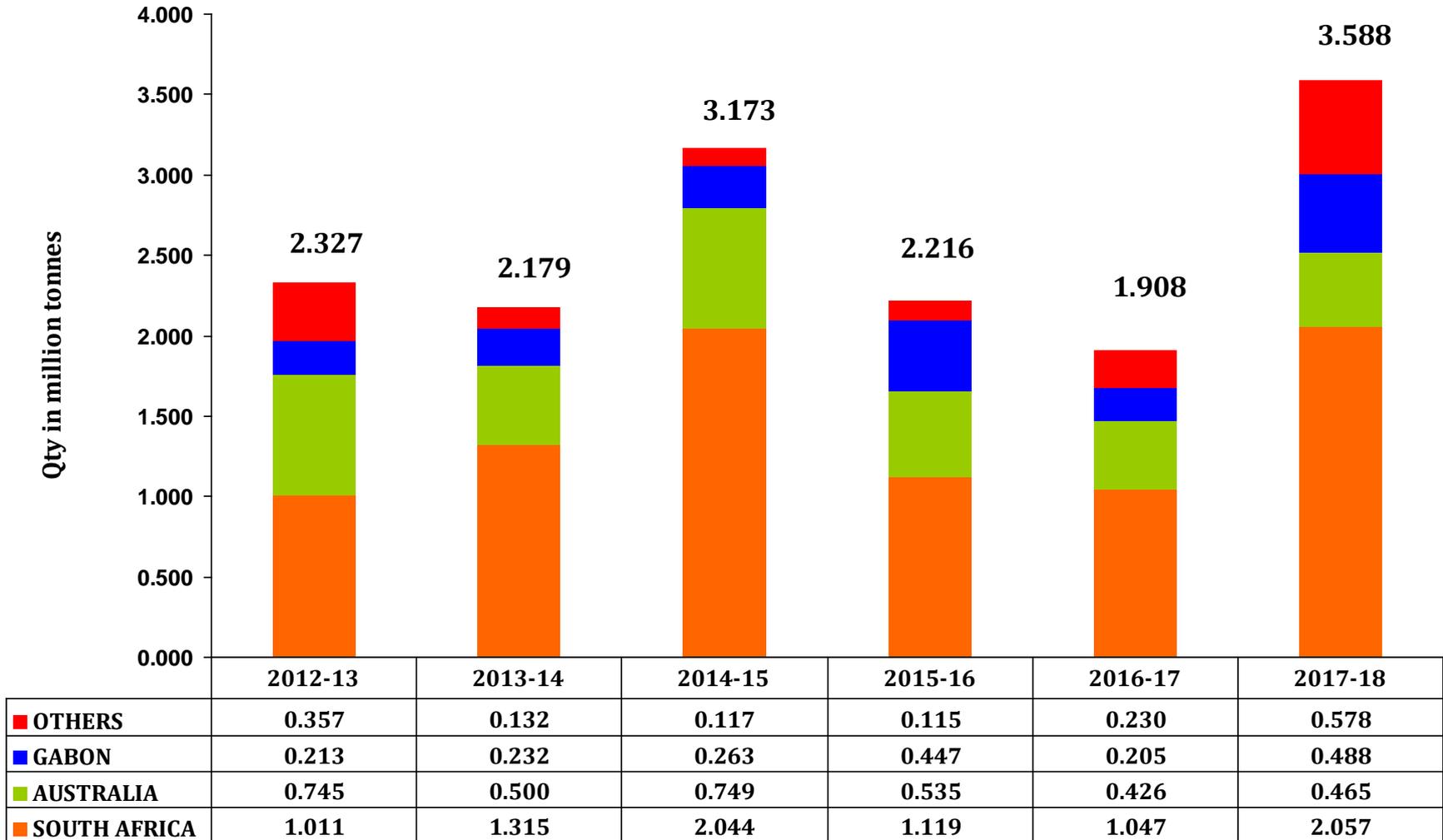
## Manganese : Demand Supply Gap



- 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 SiMn, the imports of medium grade ore (35-44% Mn) has increased.

Source : IBM

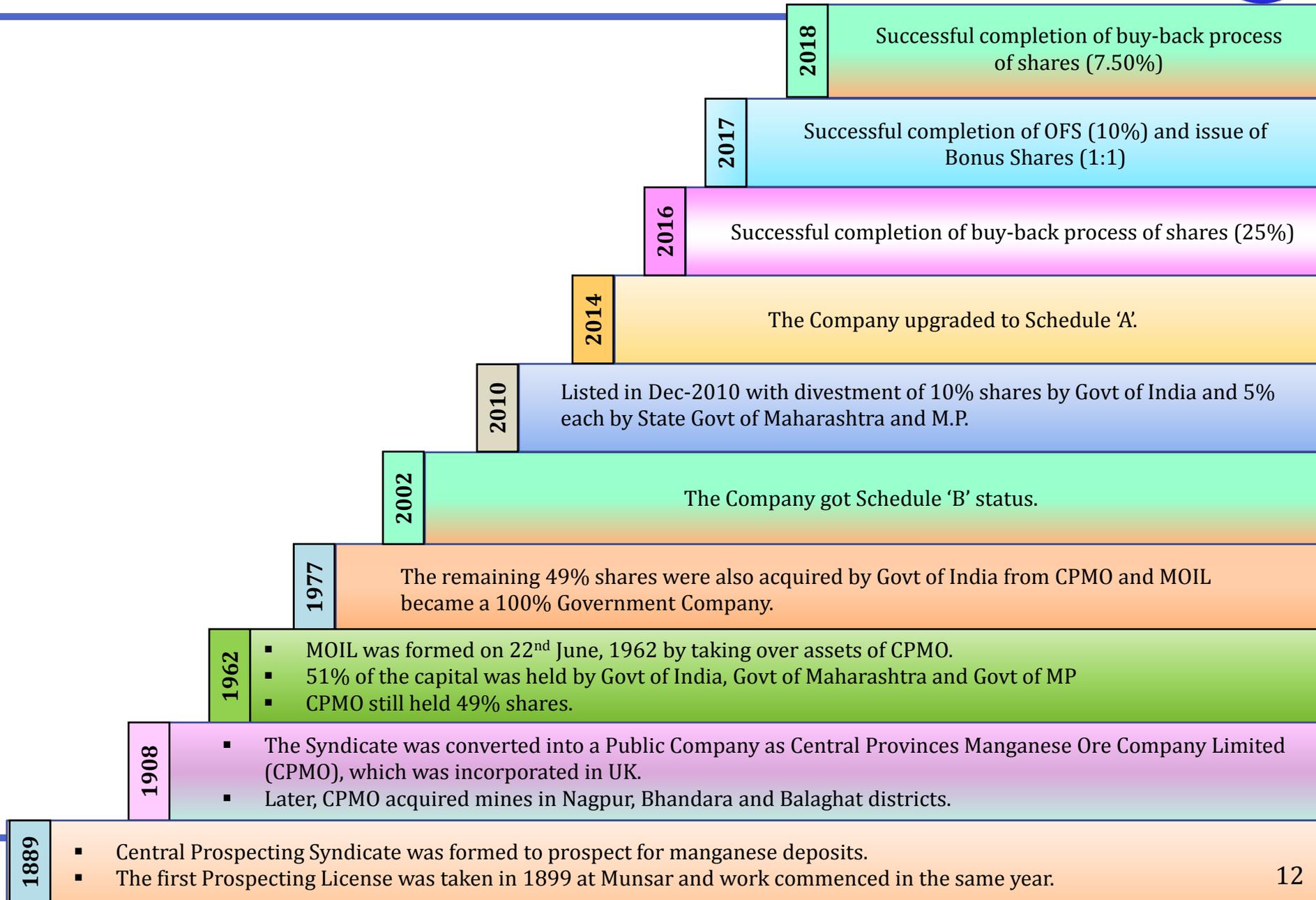
# Import of Manganese Ore in India | Country wise



Source: DGFT (Directorate General of Foreign Trade)

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# MOIL Limited – A Brief History





**Madhya Pradesh**  
**Balaghat District**  
 Balaghat  
 Sitapatore  
 Tirodi  
 Ukwa

<u>Road distance from Nagpur in Kms.</u>	
Balaghat Distrct (Madhya Pradesh)	
Balaghat	217
Ukwa	254
Tirodi	146
Sitapatore	156
<b>Bhandara District (Maharashtra)</b>	
Chikla	116
Dongri	122
<b>Nagpur District (Maharashtra)</b>	
Beldongri	40
Gumgaon	35
Kandri	42
Munsar	45

**Maharashtra**  
**Bhandara District**  
 Chikla  
 Dongri-Buz  
**Nagpur District**  
 Beldongri  
 Gumgaon  
 Kandri  
 Munsar

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## Mining



## Manufacturing



## Non-conventional Energy





**The Ferro Manganese Plant is located at Balaghat in Madhya Pradesh. This is the only pit head FeMn Plant in the country. The Capacity of the Plant is 10000 tpa and produces Ferro Manganese of very high quality comparable to international standards.**



**The product is well established in the market. The capacity utilisation of the plant has been consistently more than the installed capacity during the last 3-4 years.**



**Electrolytic Manganese Dioxide Plant located at Dongri Buzurg Mine, Bhandara district of Maharashtra. The product is a vital raw material for dry cell manufacture. EMD is a high value product and it is the only plant in India.**

**The Plant was installed through in-house R&D and produces high quality EMD. The plant Capacity is 1000 TPA. The Plant has bagged PRESIDENT OF INDIA NATIONAL ENERGY CONSERVATION AWARD.**



Area before additions : 1564.637 Ha

New area additions in last 5 years  
(1354.642 Ha) (ML+PL)

Maharashtra (856.558 Ha)

Madhya Pradesh (498.084 Ha)

Area under  
PL  
Application  
211.608 Ha

Area under  
PL  
379.60 Ha

Area Under ML  
Application  
79.14 Ha

Area Under  
ML  
186.21 Ha

Area Under PL  
591.208 Ha

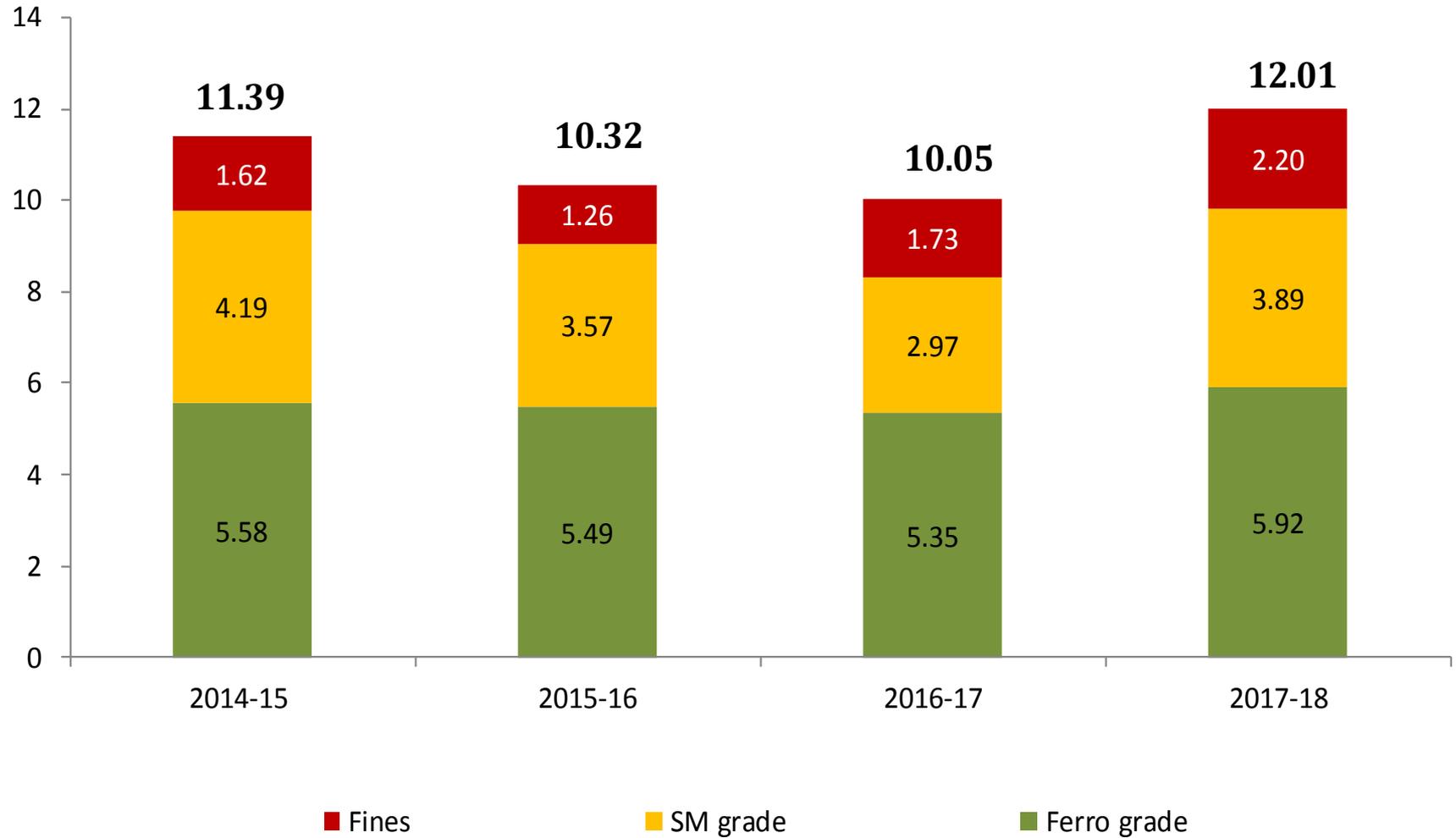
Area Under ML  
265.35 Ha

Area Under ML  
125.383 Ha

Area under  
PL  
Application  
372.701 Ha

Total area incl. Additions : 2919.279 Ha

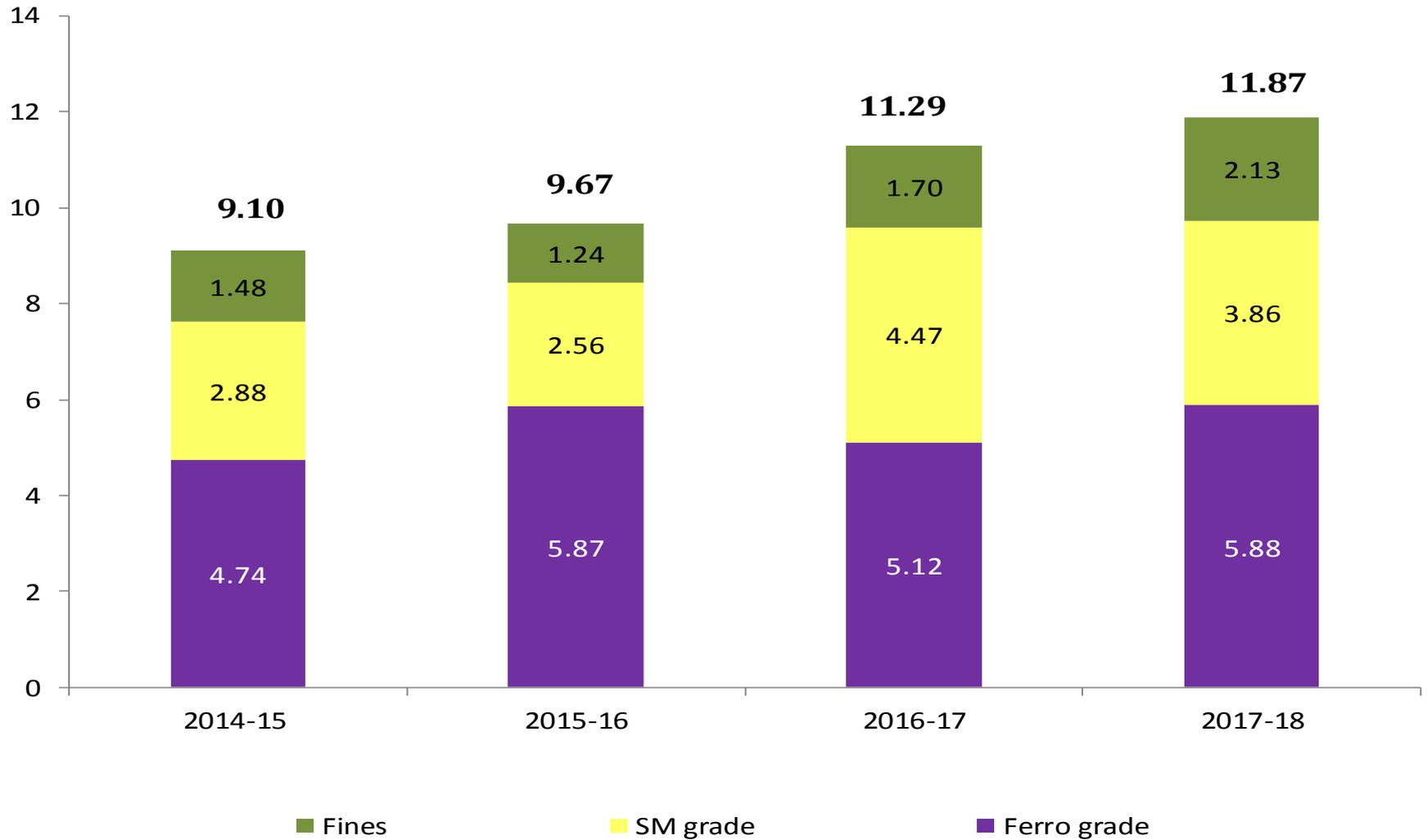
# Production of Manganese Ore (in Lakh Tonnes)



Aforesaid information is for Financial year

Targeted production of manganese ore for FY 2018-19 is 13.25 Lakh MT

# Sale of Manganese Ore (in Lakh Tonnes)



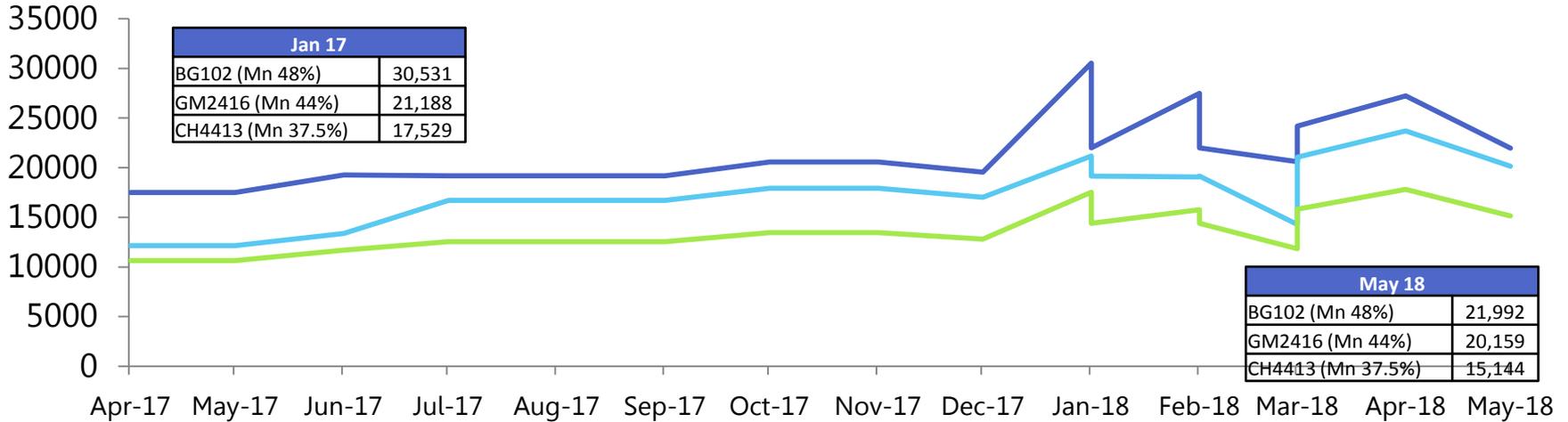
Aforesaid information is for Financial year

Targeted sales of manganese ore for FY 2018-19 is 13.00 Lakh MT

# MOIL Manganese Ore Price relation with Share Price Movement

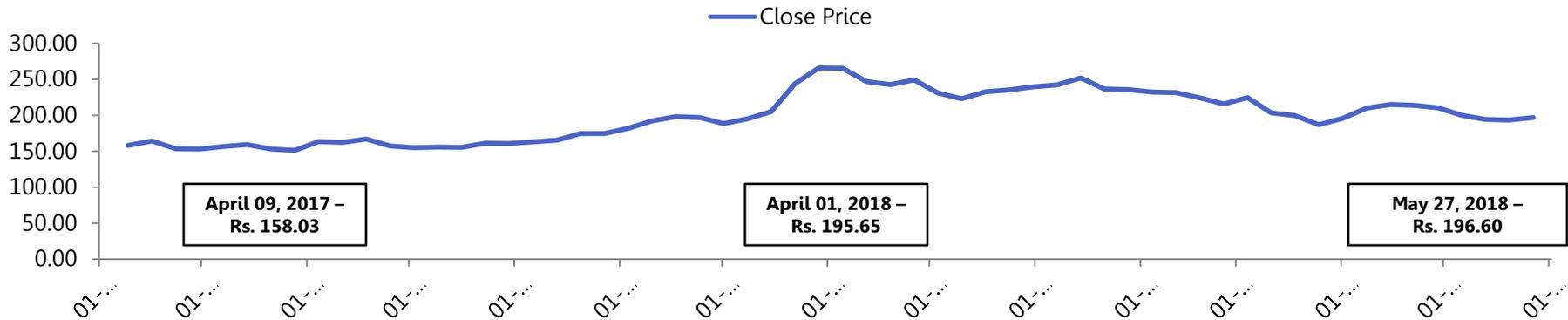


## PRICE TREND OF MOIL MANGANESE ORE (RS./MT)



(Source: MOIL)

## SHARE PRICE MOVEMENT OF MOIL



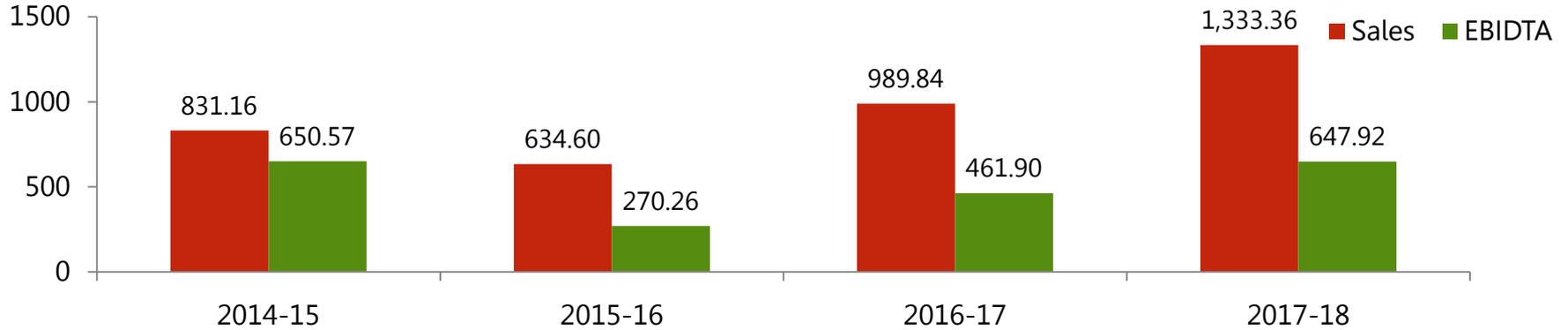
(Source: www.bseindia.com)

Note : Share price adjusted for issue of 1:1 bonus share

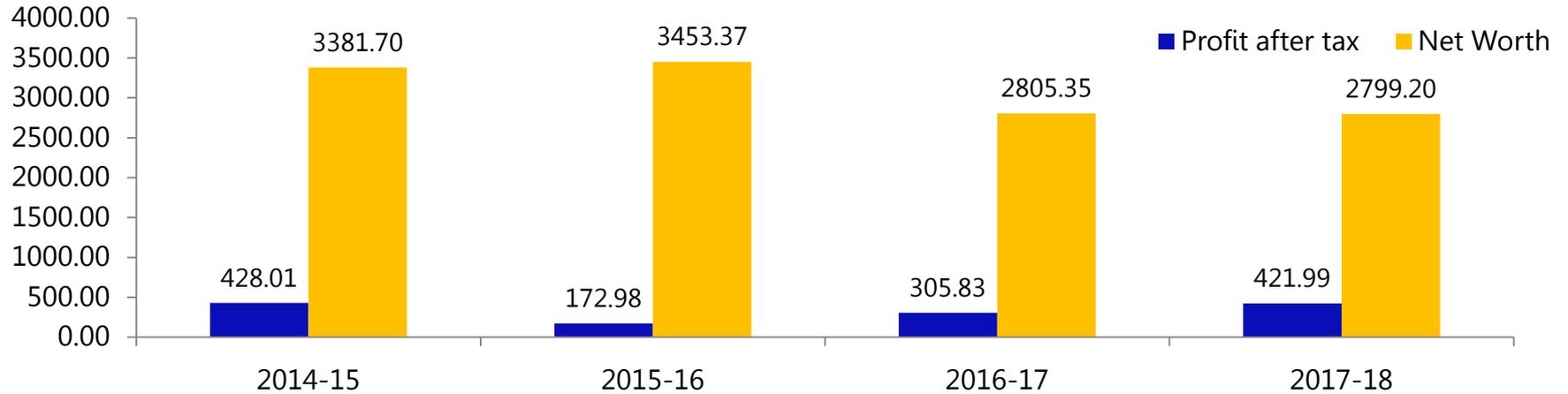
# Financial Snapshot - Annual Trends (Rs. in Crores)



On Standalone Basis



On Standalone Basis



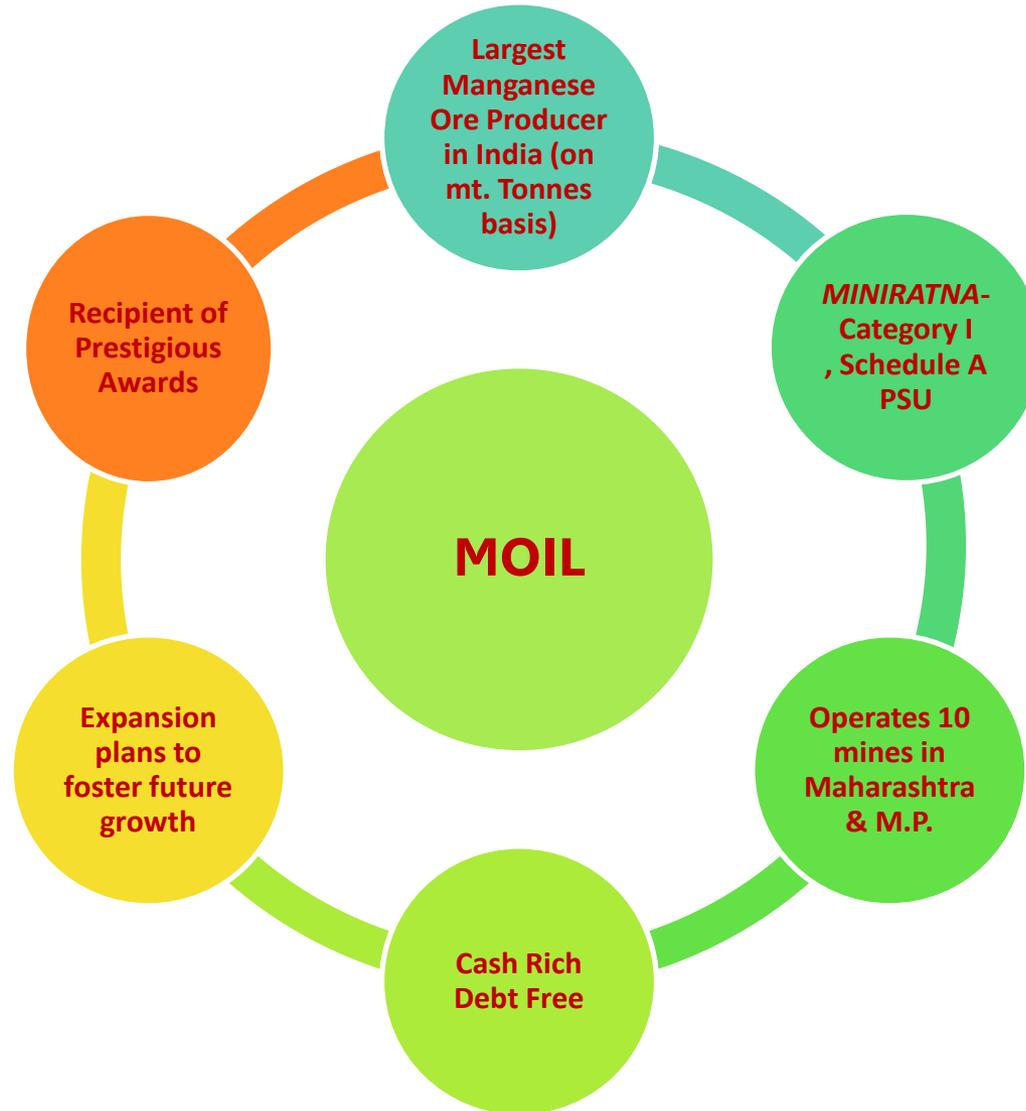
# Dividend Paid



Years	Total equity capital as on 31 <sup>st</sup> March	Total dividend paid ( in Crores)	Total dividend as % age of total equity	Total dividend as %age of PAT (Payout)
2012-13	168.00	92.40	55%	21.40%
2013-14	168.00	126.00	75%	24.73%
2014-15	168.00	142.80	85%	33.36%
2015-16	168.00	84.00	50%	48.56%
2016-17	133.19	146.51	110%	47.91%
2017-18 *	257.61	144.31	55%	34.20%

\* Interim and proposed final dividend @ Rs. 3 and Rs. 2.50 per share respectively

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## 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

Centrally located mines, resulting in competitive advantage

Strong track record of financial performance

Strong capabilities for exploration, mine planning and research development

Experienced senior management and large pool of skilled manpower

## Key Business Strategies

Maintain leadership position in India and continue to increase production levels at existing mines to capitalize on expected growth of the Indian steel sector.

Engage in exploration through extensive lease holdings to prove additional reserves

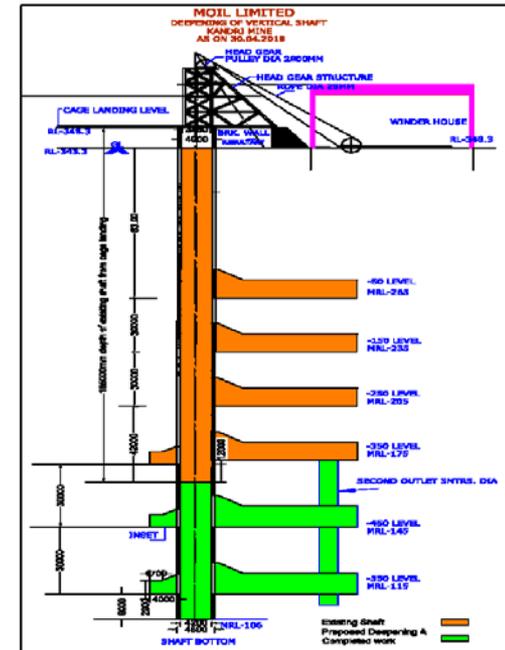
Achieve higher forward integration to capture additional margins

Continue to increase margins through efficiency and cost control

Continuous focus on developing environment-friendly and socially sustainable operations

- 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 upto 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 has some ongoing and planned projects.

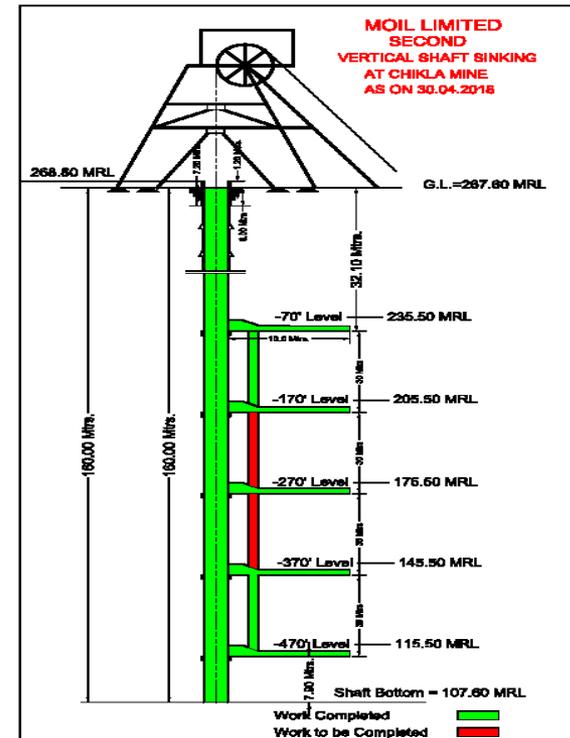
## Deepening of vertical shaft by 57 Mtrs., at Kandri Mine



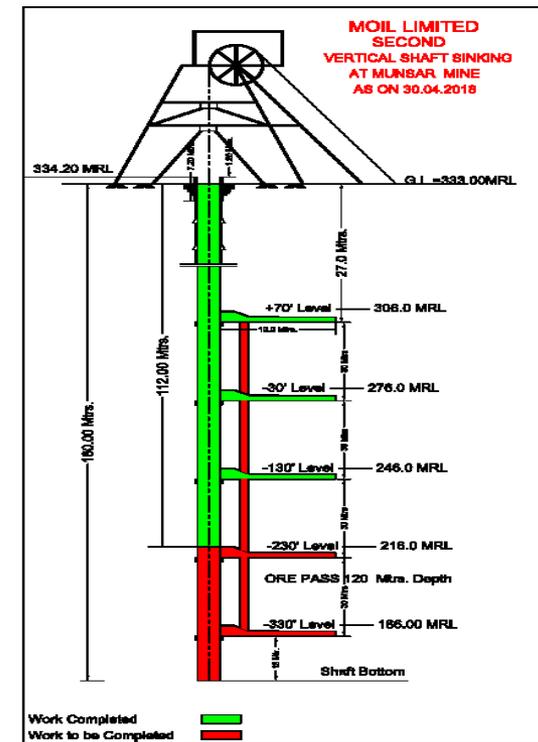
Duration of Project	3 Years
Date of commencement	Sept.-2015
Date of scheduled completion	Sept.-2018
Total cost	Rs. 14.82 crore
CAPEX till Apr.-2018	Rs. 14.49 crore
Status as on 30.04.2018	<ul style="list-style-type: none"> <li>• Shaft deepening &amp; equipping/furnishing is completed for total depth of 57m.</li> <li>• Cages commissioning done upto bottom most level (242m) and regular man/material hoisting started.</li> </ul>
Overall progress of the project	Approx. 94%
Expected date of start of Production	Dec.-2018

## Sinking of 2<sup>nd</sup> vertical shaft by 160 Mtrs. at Chikla Mine

Duration	4 Years
Date of commencement	Feb.-2015
Date of scheduled completion	Feb.-2019
Total cost	Rs. 48.70 crore
CAPEX till Apr.-2018	Rs. 30.61 crore
Status as on 30.04.2018	Shaft equipping & furnishing in progress and completed by 40%.
Overall progress of the Project	Approx. 92%
Expected date of start of Production	Feb.-2019

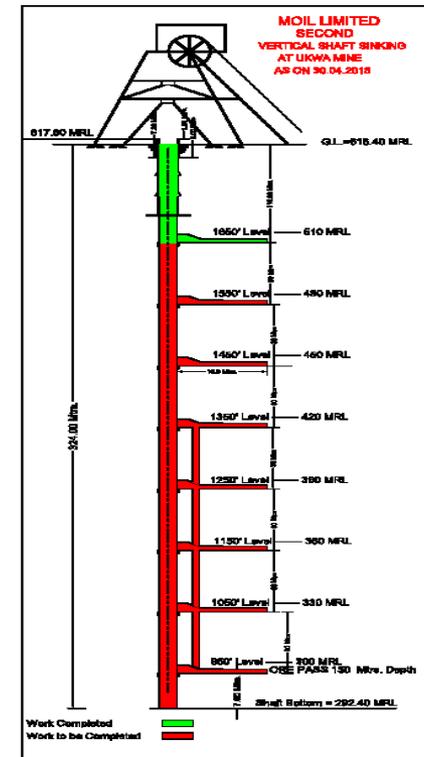


## Sinking of 2nd vertical shaft by 160 Mtrs. at Munsar Mine



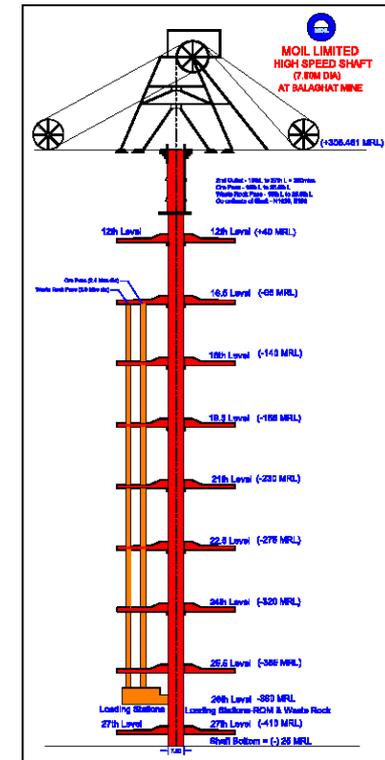
Duration	4 Years
Date of commencement	Apr.-2016
Date of scheduled completion	Apr.-2020
Total cost	Rs. 51.32 crore
CAPEX till Apr.-2018	Rs. 9.76 crore
Status as on 30.04.2018	Shaft sinking and lining in progress and completed by 120m. against the total depth of 160m.
Overall progress of the project	Approx. 45%
Expected date of start of Production	Apr.-2021

## Sinking of 2nd vertical shaft by 324 Mtrs. at Ukwa Mine



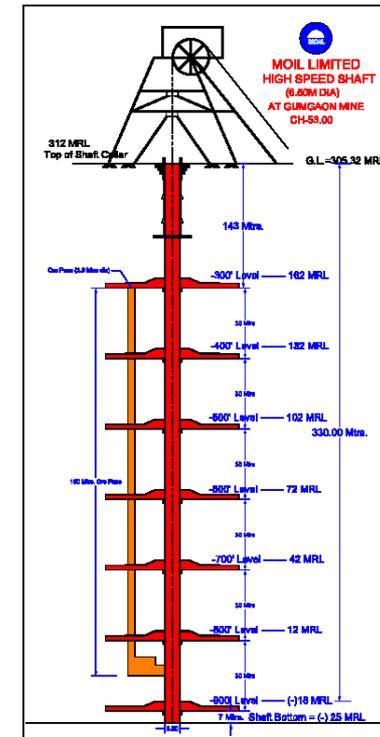
Duration	4 Years
Date of commencement	Aug.-2016
Date of scheduled completion	Aug.- 2020
Total cost	Rs. 77.15 crore
CAPEX till Apr.-2018	Rs. 12.60 crore
Status as on 30.04.2018	Shaft sinking and lining in progress and completed by 108m. against the total depth of 324m.
Overall progress of the project	Approx.- 31%
Expected date of start of production	Aug.-2021

Sinking of 7.5 Mtrs. Dia., 750 Mtrs. depth **High speed shaft** at Balaghat Mine with 3 nos. friction winders, headgear, surface buildings, electrical installations, ore transport facility etc.



Duration	3 Years
Date of commencement	Jan.-2018
Date of scheduled completion	Jan.-2021
Total cost	Rs. 259.70 crore
CAPEX till Apr.-2018	NIL
Status as on 30.04.2018	Mobilization in progress.
Overall progress of the project	As per schedule.
Expected start of production	2021

Sinking of 6.5 Mtrs. Dia., 330 Mtrs. depth **High speed shaft** at Gumgaon Mine with 2 nos. friction winders, headgear, surface buildings, electrical installations, ore transport facility etc.



Duration	3 Years
Date of commencement	Jan.-2018
Date of scheduled completion	Jan.-2021
Total cost	Rs. 193.80 crore
CAPEX till Apr.-2018	NIL
Status as on 30.04.2018	Mobilization in progress.
Overall progress of the project	As per schedule.
Expected start of production	2021

## Ferro Alloy plant at Balaghat Mine



- The Board of Directors has recently approved setting up 50000 MTPA capacity Ferro Alloy Plant at Balaghat mine with an investment of Rs. 263.82 crores.
- The project is expected to be commissioned by 2022.

## Ferro Alloy plant at Gumgaon Mine



- The Board of Directors has recently approved setting up 25000 MTPA capacity Ferro Alloy Plant at Gumgaon mine with an investment of Rs. 155.00 crores.
- The project is expected to be commissioned by 2022.

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## 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 also setting up 10.5 MW Solar Power Plant at mines in Madhya Pradesh and Maharashtra.

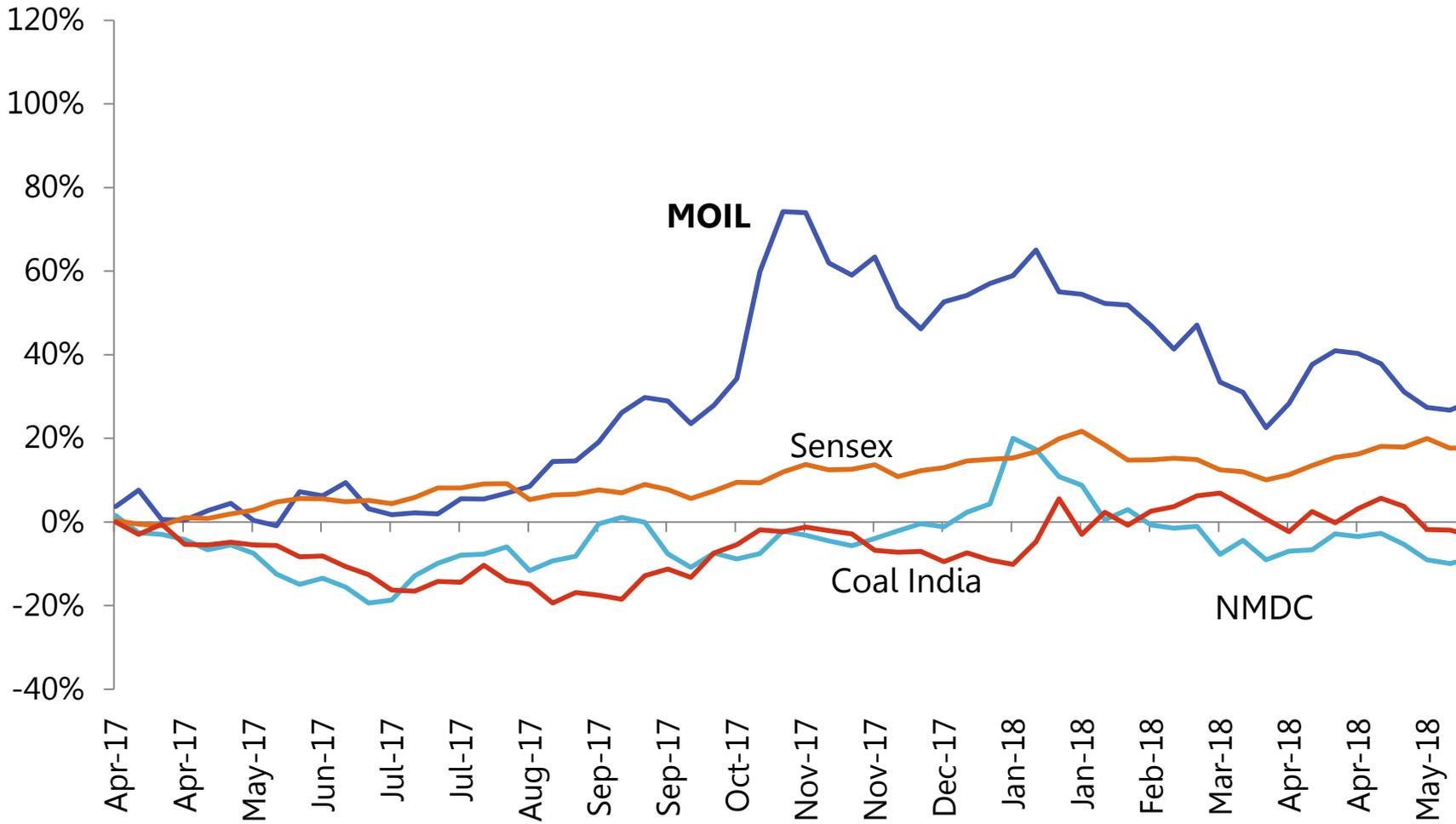
## Exploration and Prospecting works in Madhya Pradesh

- 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.
- MoU also envisages formation of a Joint Venture Company between MOIL (51%) and MPSMCL (49%), in case of availability of ore is proved, in any area.
- MoU is aimed at increasing the mineral resources in Madhya Pradesh

# Share Price Movement



## SHARE PRICE V/S INDEX & OTHER MINING COS.



(Source: www.bseindia.com)



# THANK YOU!

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