









# Transforming Sterlite: A Global Natural Resource Major

JUNE 2012

# **Cautionary Statement and Disclaimer**

The views expressed here may contain information derived from publicly available sources that have not been independently verified.

No representation or warranty is made as to the accuracy, completeness, reasonableness or reliability of this information. Any forward looking information in this presentation including, without limitation, any tables, charts and/or graphs, has been prepared on the basis of a number of assumptions which may prove to be incorrect. This presentation should not be relied upon as a recommendation or forecast by Vedanta Resources plc ("Vedanta") and its subsidiaries. Past performance of Vedanta and its subsidiaries cannot be relied upon as a guide to future performance.

This presentation contains 'forward-looking statements' – that is, statements related to future, not past, events. In this context, forward-looking statements often address our expected future business and financial performance, and often contain words such as 'expects,' 'anticipates,' 'intends,' 'plans,' 'believes,' 'seeks,' or 'will.' Forward-looking statements by their nature address matters that are, to different degrees, uncertain. For us, uncertainties arise from the behaviour of financial and metals markets including the London Metal Exchange, fluctuations in interest and or exchange rates and metal prices; from future integration of acquired businesses; and from numerous other matters of national, regional and global scale, including those of a environmental, climatic, natural, political, economic, business, competitive or regulatory nature. These uncertainties may cause our actual future results to be materially different that those expressed in our forward-looking statements. We do not undertake to update our forward-looking statements.

This presentation is not intended, and does not, constitute or form part of any offer, invitation or the solicitation of an offer to purchase, otherwise acquire, subscribe for, sell or otherwise dispose of, any securities in Vedanta or any of its subsidiary undertakings or any other invitation or inducement to engage in investment activities, nor shall this presentation (or any part of it) nor the fact of its distribution form the basis of, or be relied on in connection with, any contract or investment decision.

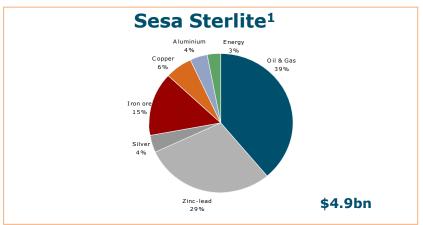


# Transforming Sterlite: Creating a Global Natural Resource Major

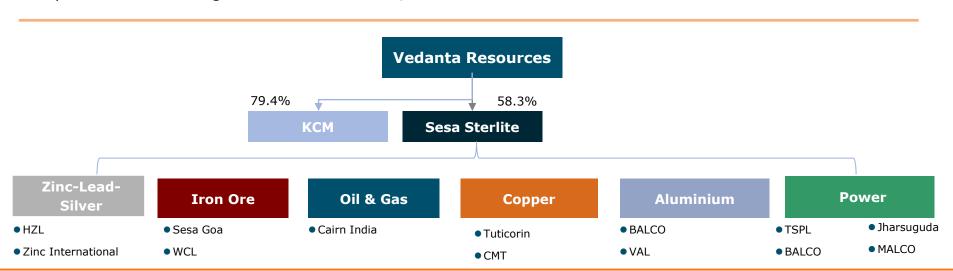
#### **EBITDA FY2012**

# Sterlite Sesa Goa Aluminium 4% Copper 15% Silver 10% Zinc-Lead 65% \$2.1bn \$0.7bn

#### **PROFORMA EBITDA FY2012**



- Greater scale and diversification
- Expected to be earnings accretive for Sterlite, Sesa Goa and Vedanta



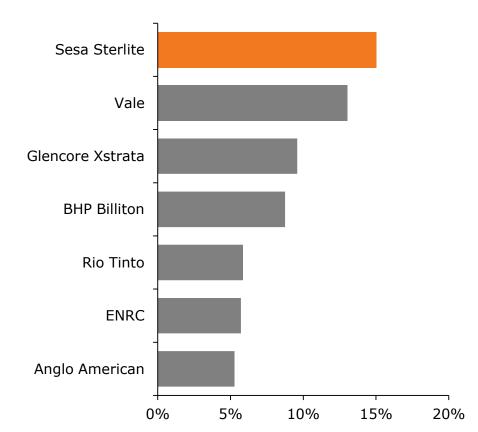


# Sesa Sterlite: Amongst the World's Largest Natural Resource Majors

# **Top Global Diversified Natural Resources Companies**

	EBITDA (CY11 - \$bn)	Market cap (\$bn)
BHP Billiton	38.5	156.5
Vale	33.8	95.4
Rio Tinto	28.5	85.4
Glencore Xstrata <sup>1</sup>	16.2	80.6
Anglo American	13.3	42.7
Teck	5.5	17.2
Sesa Sterlite <sup>2</sup>	5.3	-
ENRC	3.4	8.7

# Industry-Leading Growth (Copper Equivalent FY2012 to FY2015 CAGR)<sup>3</sup>



Source: Company filings and broker reports. Market data as of 30 May 2012

Note: 1. Assumes proposed merger completes

- 2. Pro forma EBITDA for the twelve months ended December 2011, including Cairn India for full year
- 3. Sesa Sterlite based on year-end capacity growth, peers based on equity research production estimates. Converted into copper equivalent using Long Term commodity price estimates. Power rebased using FY2012 Realisations and Copper custom smelting capacities rebased at TC/RC for FY2012.



# **Sesa Sterlite: Delivering Synergies**

# **Operational**

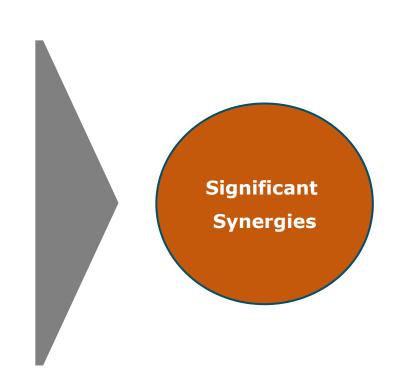
- Procurement
- Economies of scale
- Leveraging technical expertise

# **Capital**

- Lower cost of capital
- More efficient movement of Group cash
- Flexibility to allocate capital

## **Corporate**

- Elimination of reporting entities
- Elimination of joint functions
- Tax efficiency



**Expected to be Earnings Accretive for Sesa Goa, Sterlite and Vedanta** 



#### Sesa Sterlite: World-Class Asset Portfolio

#### Aluminium & Zinc-Lead-Silver **Iron Ore** Oil & Gas Copper Power Cairn India ☑ Largest integrated zinc-**Copper India VAL & BALCO India** lead producer ✓ One of the largest ✓ One of the most cost-☑ Largest iron ore India efficient custom large-scale assets producer-exporter in private-sector crude oil producers in India smelters globally India ☑ World-leading silver ✓ Total aluminium: 0.75 ☑ Operates ~20% of producer - capacity of mtpa to 2.3 mtpa ☑ 36mtpa capacity India's domestic crude 16Moz pending approval expansion: ☑ VAL alumina: 1 mtpa oil production along with additional Goa 27mt, Karnataka to 5 mtpa 160 MW captive 9mt ✓ Near-term growth to International ☑ 211 mt captive coal power 260+ kboepd<sup>1</sup> driven Liberia block at BALCO ☑ Gamsberg - one of the by Rajasthan ✓ West-Africa - an largest undeveloped ✓ One of the largest ✓ Large reserve base emerging iron ore hub zinc deposits: 186 mt at power producers in provides further upside 6.9% grade India ☑ Targeting first shipment in FY 2014 ☑ Resource base ☑ 20+ years mine life at ☑ 3.8 GW to 8.6 GW (3.9 supports basin 400ktpa GW commercial) potential to produce 300kbopd1 ☑ Exploration success at Sri Lanka and Nagayalanka

Note: 1. Subject to approvals

#### **Well Invested Asset Base**



# **Creating Long Term Value Through Exploration**

#### Zinc India

- Added 3x times mined out in FY2012
- Added 4.8x times mined out since IPO
- R&R increased to 332mt, from 144mt at Vedanta IPO
- 25+year mine life with 10%+grades

#### **Zinc International**

- Added mine life at all three assets
- Current mine life: Skorpion: 5+years<sup>1</sup>, BMM: 10+years, Lisheen: 3years
- 186mt Gamsberg deposit feasibility study underway

#### **Iron Ore**

India: Added net 68mt in FY2012, 18 year mine life at current capacity

R&R increased from 190mt<sup>2</sup> at acquisition to 374mt – added 3.4x times mined out

**Liberia:** 1bn tonnes R&R. Aeromagnetic study completed.

Initial drilling indicates potential upside

#### Oil & Gas

- R&R replacement ratio of 1.75x in FY2012
- Potential resource increased to 7.3 billion boe gross in place from 6.5 billion boe gross in place at Rajasthan
- Exploration success at Sri Lanka and Nagayalanka
- 17 year R&R life

# **Creating Long Term Value through Exploration**

- Notes:
- 1. With some additional work for conversion of resources to reserves
- 2. 120mt excluding Orissa from Sesa Goa acquisition, and 70mt from Dempo acquisition



# **Sesa Sterlite: Tier-1 Assets**

	FY2012 Production	Capacity	R&R Life¹	Sustainable Cost Position
Zinc India	830kt	1mtpa	25+	Lowest Quartile
Zinc Intl.	444kt	400ktpa	20+	Lower Half
Silver	242 tonnes	500 tonnes	25+	By-product
Oil & Gas	173kboepd	260kboepd <sup>2</sup>	17	Lowest Quartile
Iron Ore <sup>3</sup>	13.8mt	20.5mtpa	18	Lowest Quartile
Aluminium	675kt	2.3mtpa		Currently Lower Half; Lowest Quartile with Captive Bauxite

# Large, Low-Cost, Long-Life, Scalable Assets

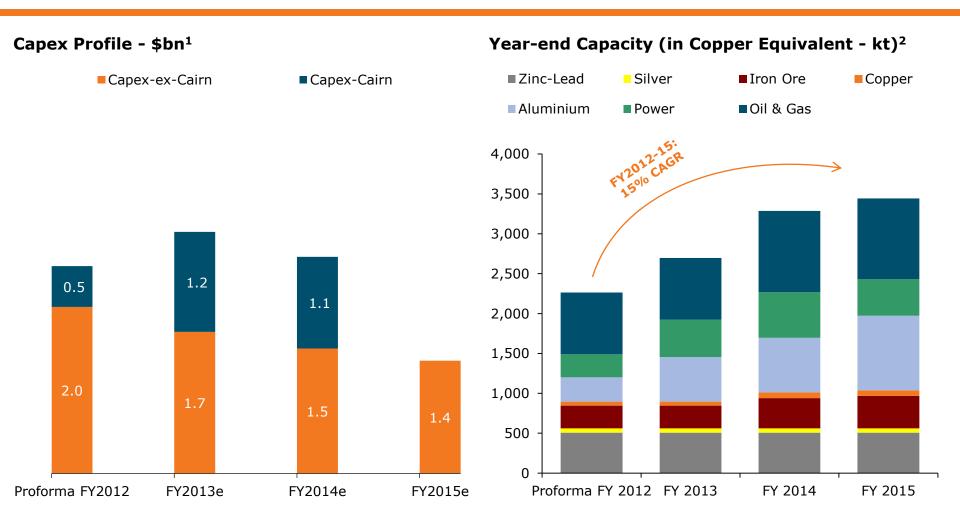
ote: 1. At canacity

<sup>3.</sup> Excluding Liberia



<sup>2.</sup> Capacity expected for the current producing assets, subject to approvals

# **Sesa Sterlite: Industry Leading Growth**



# **Growth Capital Largely Invested**

lotes: 1. Refers to organic growth capex. Cairn India has not announced capex for FY2015

All metal and power capacities rebased to copper equivalent capacity (defined as production x commodity price / copper price) using Long Term commodity price estimates. Power rebased using FY2012 Realisations. Copper custom smelting capacities rebased at TC/RC for FY2012



# **Sesa Sterlite: Delivering for India**

- Contributing to India's energy security
  - c.20% of India's domestic crude oil production
- Fuelling India's growth story by providing access to metals domestically
  - c.80% of India's market share by sales volume for zinc
  - c.40% of India's aluminium, copper and lead consumption
- One of the largest private sector contributors to the exchequer
  - Tax contribution to exchequer of c.INR 11,500 Crore (\$2.5bn)¹ in FY 2011 1.5% of country's total collection
    - Contributed 1.7% to country's total income tax collection
  - Raised c.INR 62,500 Crore (\$12.5bn) capital overseas for investments in India
- Environmental and social responsibility
  - Green energy: 274 MW wind power capacity (INR 1,500 Crore invested)
  - Educational, healthcare and community programmes covering 3 million people across 1,006 villages<sup>2</sup>



1) Includes Cairn India



# **Management Team**



**Anil Agarwal** *Chairman* 



**Navin Agarwal** *Deputy Chairman* 



**M. S. Mehta** *Group CEO* 



**P. K. Mukherjee** CEO, Sesa Goa Iron Ore



**S.K. Roongta** CEO, Aluminium and Power



**P. Ramanath** *CEO, Sterlite Copper* 



**Tarun Jain** *Group Director - Finance* 



**D. Jalan** *Group CFO* 



**Dilip Golani** *Director - Management Assurance* 



**Kishore Kumar** *CEO, Zinc International* 



Rahul Dhir CEO, Cairn India Oil & Gas

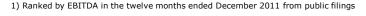


**Akhilesh Joshi** CEO, Hindustan Zinc Zinc-India



# **Summary**

- Creation of Sesa Sterlite: expected to be one of the largest global diversified natural resource majors<sup>1</sup>
- Industry leading growth profile and world class assets
- Simplifies group structure
- Proven management team
- Earnings accretive for Sterlite, Sesa Goa and Vedanta





# **Appendix**



## **Zinc Business**

#### Zinc-India

- Record production of refined Zinc, Lead and Silver
  - Maintained lowest quartile cost position
- Strong ramp-up of lead and silver production
  - Silver rich 2mtpa SK mine at 90% utilization
  - Silver contributed Rs. 1,014 Crore to EBITDA
  - 350 tonnes Integrated silver production in FY2013
- 27mt gross addition to R&R in FY12
  - More than 25 years mine life

#### Zinc-International

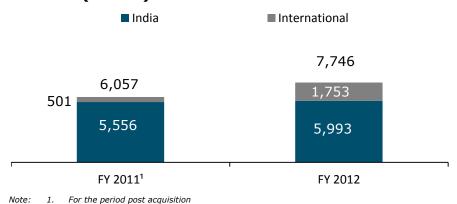
- Stable operating performance
- Exploration: Mine life extended at all three assets
  - Skorpion: 5+ year mine life<sup>1</sup>
  - BMM: 10+ year mine life
  - Lisheen: 3 year mine life
- 186mt Gamsberg project:
  - Feasibility study to complete in current quarter
  - Targeting mine production in 2 years

#### **Production and Cash Costs**

Zinc-India	FY2011	FY2012
Mined Metal (kt)	840	830
Refined Zinc (kt)	712	759
Refined Lead (kt) <sup>1</sup>	63	99
Integrated Silver (kg) <sup>1</sup>	179	237
Zinc CoP <sup>2</sup> (\$/t)	808	834
Zinc-International	FY2011 post acq'n	FY2012
Mined Metal – Lisheen & BMM (kt)	44	299
Refined Zinc – Skorpion (kt)	50	145
CoP (\$/t)	1,129	1,253

- Includes captive consumption
- Excluding royalty

#### EBITDA (Rs. Cr)



With some additional work for conversion of resources to reserves



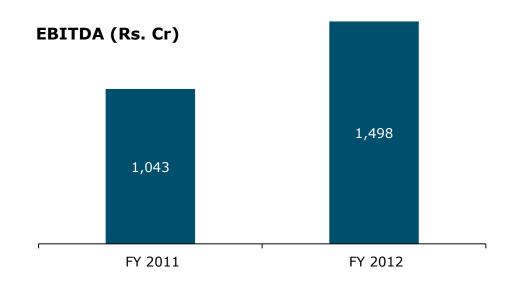
# **Copper Business**

#### India/Australia

- Strong volume and cost performance
- EBITDA up 43% driven by higher volumes, better byproduct credits, and higher Tc/Rc
- Higher smelter availability through technology and process improvements
- 160MW CPP Project mechanical completion of first 80MW achieved

#### **Production and Cash Costs**

	FY2011	FY2012
Mined Metal	23	23
Refined Metal – India (kt)	304	326
Conversion cost – India (c/lb)	4.0	0.0





#### **Aluminium Business**

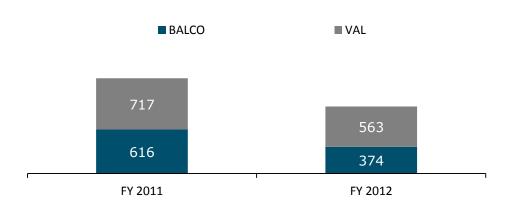
#### **BALCO and VAL**

- Record Alumina and Aluminium production
  - Value added product sales up 25%, at c.400kt
- Resumed efficient operations at VAL in H2, following a power outage in H1
  - Reduced specific consumption of power and carbon
  - Significantly lower COP in H2, with Q4 COP at \$1,930/t despite input cost pressures
  - Q4 COP in second quartile of cost curve, without bauxite linkage
- Working with government on bauxite allocation
- BALCO 325ktpa smelter first metal in Q3 FY2013

#### **Volumes and Cash Costs**

Aluminium and Alumina	FY2011	FY2012
Aluminium Production (kt)	641	675
BALCO	255	246
VAL	385	430
Aluminium COP (\$/t)		
BALCO	1,784	1,997
VAL	1,940	2,188
Alumina Production (kt)	707	928
Alumina COP (\$/t)	326	350

#### EBITDA (Rs. Cr)

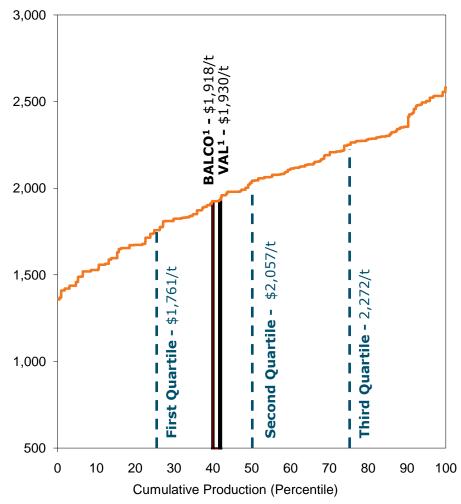




# **Aluminium Industry Dynamics**

- Input cost inflation globally in 2011
  - LME below c1 costs of c.50% of global capacity
  - Capacity cuts by several marginal cost smelters
  - Correction in input prices seems inevitable
- VAL and BALCO are in 2nd quartile of cost curve in Q4FY2012
  - EBITDA margin in Q4, in-line with peers
  - Cost efficient even without bauxite linkage
- Committed to an integrated Aluminium strategy
  - Well invested plant with world-class technology and infrastructure at benchmark project costs
  - Strategic location in Eastern India: Proximity to Bauxite and Coal deposits

#### **Aluminium Cost Curve (\$/t)**



Source: Wood-Mackenzie CY2012Q1 C1 Cost Estimates, Company sources for VAL and BALCO

Note: 1. Q4 FY2012 COP



#### **Power Business**

- Sales significantly higher reflecting commissioning of new capacity at 2,400MW Jharsuguda power plant
  - Three 600MW units operational
  - 4th unit under trial runs, to be commissioned in current quarter
  - 65% average plf expected for all units in FY2013
- Continuous operational improvement at Jharsuguda
  - Q4 cost lower at INR2.28/unit
  - On track to further reduce specific coal consumption
- 1st 660 MW unit of 1,980MW Talwandi Sabo on track for commissioning by Q4 FY2013
- BALCO projects
  - 1200MW CPP: 1st Unit synchronization in Q1FY2013
  - Captive coal mining in FY2013\*

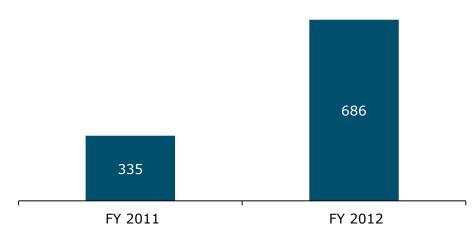
#### **Sales and Cash Costs**

	FY2011	FY2012
Total Sales (mu)	2,681	7,578
SEL (mu)	856¹	5,638 <sup>2</sup>
Others	1,825	1,940
Average realisation (INR/u)	3.38	3.39
Average cost of generation (INR/u)	1.77	2.40

Notes: 1. Includes 646mu generated under trial run

2. Includes 926mu generated under trial run

#### EBITDA (Rs. Cr)



Note: \*. Subject to approvals



Investor Presentation – June 2012

#### **Iron Ore**

#### India

- Net addition of 68mt of R&R
  - Total R&R of 374mt, implying 18 year mine life
- Operating performance affected by
  - Logistics bottlenecks at Goa: Expanding roads and developing new corridors
  - Karnataka mining ban: process underway to resuming mining
- Margins affected by 30% export duty from Dec 2011
- Commissioning of 375kt Pig Iron expansion project in current quarter

#### Liberia

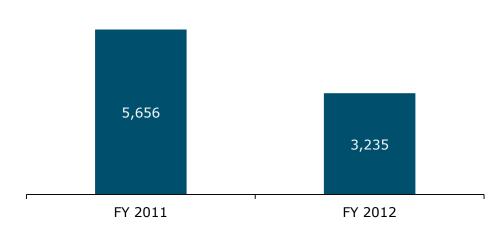
- Aeromagnetic survey completed and scoping study near completion
  - Indicates significant upside to earlier estimated resource base of 1bn tonne
- Targeting first shipment in FY2014

#### **Production and Sales (mn DMT)**

Iron Ore	FY2011	FY2012
Sales <sup>1</sup>	18.1	16.0
Goa	14.4	13.3
Karnataka	2.1	2.7
Orissa	1.7	-
Production	18.8	13.8
Pig iron - Production (kt)	276	249

Note: 1. Iron ore sales includes captive consumption of 0.30 mt each in FY2011 and FY2012

## PBDT (Rs. Cr)





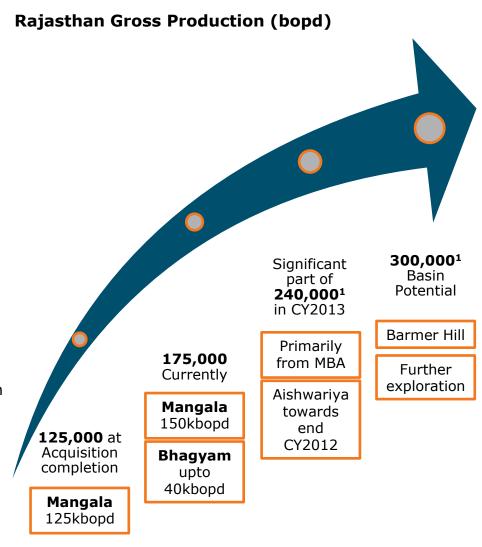
# **Cairn India - Delivering Growth and Cash Flows**

#### **Production Growth - Rajasthan**

- Since acquisition, output has been enhanced from 125kbopd to 175kbopd
- Mangala field producing since Aug 2009; currently at 150kbopd
- Bhagyam field producing since Jan 2012; currently at 25kbopd
- Resource base supports basin potential to produce 300kbopd¹

#### **Exploration Growth**

- Diversity of basin, plays and environments
  - Exploration success ratio ~50%
- Achieved reserve & resource replacement ratio of 175% during the year
- Net unrisked exploration potential for the portfolio at 2.1bn boe
- Significant exploration upside at Rajasthan
- Successful discoveries at Sri Lanka and KG-ONN-2003/1



Note: 1. Subject to approvals



## **Cairn India**

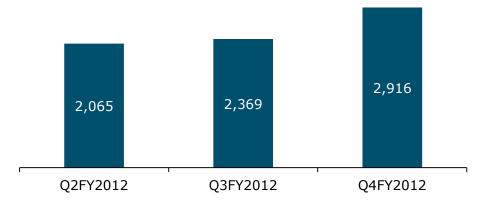
- Acquisition completed in December 2011
  - Integration completed
  - Announced Dividend Policy of ~20% payout of net income
- Cairn India production and contribution
  - Average daily gross operated production in FY2012 at 172,887 boe
  - Reduced India's crude oil import dependency by ~US\$6bn on a gross basis
- Rajasthan potential increased to 7.3bn boe gross in place from 6.5 billion boe gross in place since acquisition announcement
  - Recoverable risked prospective resource estimated at 530 mmboe gross
- Development
  - Rajasthan EOR Pilot on track; booked 70 mm bbls as Proved & Probable Reserves
  - Barmer to Salaya section of the pipeline being debottlenecked and augmented
  - Ravva infill drilling completed, decline rate slowed

#### **Production**

	FY2011	FY2012
Average Daily Gross Operated Production (boepd)	149,103	172,887
Rajasthan	100,993	128,267
Ravva	36,942	36,379
Cambay	11,169	8,242
Average Daily Working Interest Production (boepd)	83,474	101,268
Rajasthan	70,695	89,787
Ravva	8,312	8,185
Cambay	4,468	3,297
EBITDA <sup>1</sup> (Rs. Cr)	-	3,348

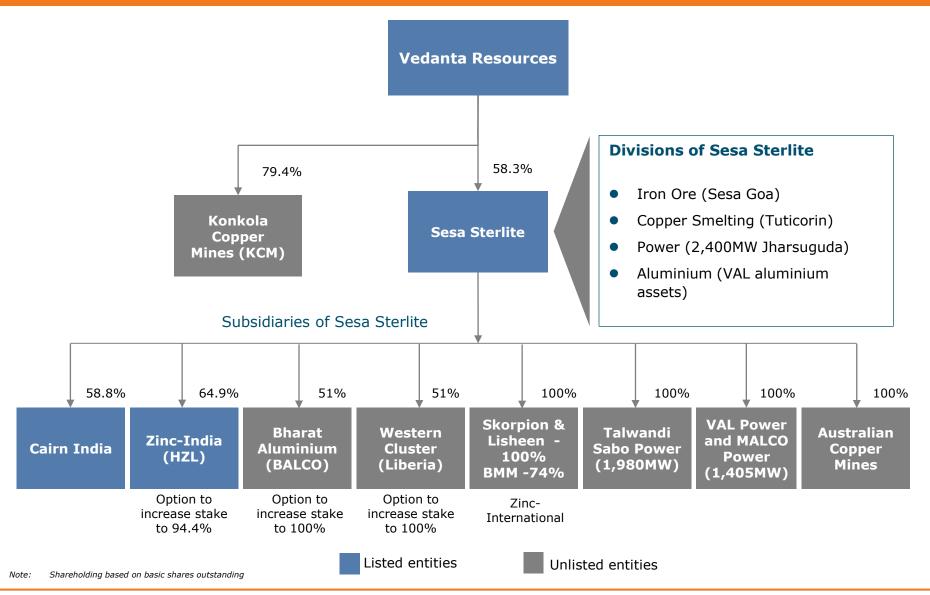
Note: 1. Numbers post acquisition

#### EBITDA (Rs. Cr)





# **Proposed New Group Structure**





# **Current Group Structure**

