



## **Vedanta Limited**

(formerly known as Sesa Sterlite Ltd.)

## Q1 FY2017 Results

29 July 2016

Results conference call details are on the last page of this document

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# **Strategic Update**

**Tom Albanese**Chief Executive Officer

## **Safety and Sustainability**



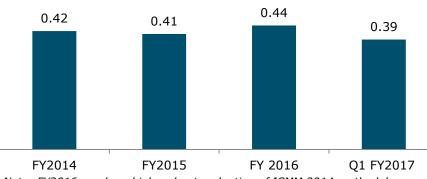
#### **Health, Safety and Environment**

- Building a Zero Harm Culture
  - HSE Charter launched, followed across the group
  - Business COO's Forum formed to avoid repeat high potential incidents
  - Leadership Coaching Programme "Making Better Risk Decisions" training programme in progress
  - Safety video launched to support implementation of safety standards
- Understanding and implementing control towards non routine and critical jobs
  - 1 fatality in Q1 FY 2017
  - Zero "higher category" (Cat# 4&5) environmental incidents
  - Tailings management: Internal review completed, independent expert to review the high priority facilities
- Resources efficiency, process innovation and technological interventions
  - Environment performance standards being developed
  - Formulation of Carbon Strategy in progress

#### **Social Licence to Operate**

- Hosted 2<sup>nd</sup> Sustainable Development Day in London
- International framework and best practices
  - Working towards implementation of the Sustainable Development Goals
  - Modern Slavery Act framework and statement to be released
  - Launched SD Report aligned to GRI G4 framework
- Flagship CSR project 100 Model Anganwadi's (childcare centers) completed
- WASH pledge: Extended awareness to communities regarding importance of safe water, sanitation and hygiene

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



Note: FY2016 numbers higher due to adoption of ICMM 2014 methodology



**Gamsberg : Research & Rehabilitation Centre nursery** 

## **Q1 FY2017 Results Highlights**



# Operations: Aluminium, Power and Iron ore ramp-up progressing well

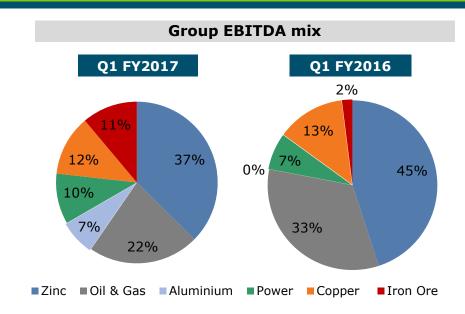
- Aluminium: Commissioning of pots at BALCO and 1<sup>st</sup> line of Jharsuguda-II smelters nearing completion, 2<sup>nd</sup> line ramp-up commenced
- Iron ore: Production at Goa ramped-up; produced 40% of allocated EC capacity in Q1
- Power: TSPL 3<sup>rd</sup> unit synchronized, to be capitalized in Q2;
   2<sup>nd</sup> 300MW IPP unit of BALCO capitalized
- O&G: Production stable, Mangala EOR production increased to 42kboepd
- Zinc India: Silver up 20% y-o-y; lower production as per plan with 2<sup>nd</sup> half to be substantially higher

#### Financial: Robust EBITDA margin during the quarter

- EBITDA of Rs. 3,543 crore, robust EBITDA margin<sup>1</sup> of 32%
- Delivered cumulative cost and marketing savings of c.US\$ 340
   million over last five quarters, on course to deliver US\$1.3 billion
- Attributable net profit rises to Rs 615 crore q-o-q
- Gross debt reduced by c.Rs. 600 crore to Rs. 76,953 crore

#### Corporate

 Announced revised and final terms for the merger with Cairn India: Cairn's minority shareholders will receive 1 Equity share in Vedanta Ltd and 4 Redeemable Preference Shares (RPS) of Rs.10 each



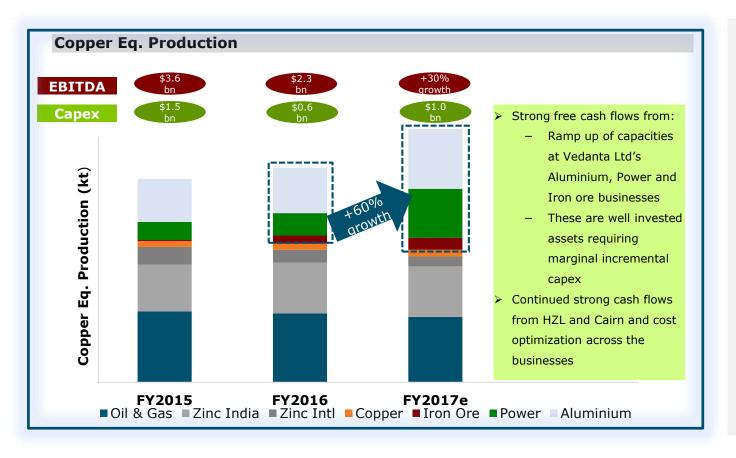
Key Financials		
In Rs. Crore	Q1 FY2017	Q1 FY2016
EBITDA	3,543	4,139
Attributable PAT <sup>2</sup>	615	884
Group EBITDA Margin <sup>1</sup>	32%	32%
Zinc - India	44%	46%
Zinc - Intl.	55%	29%
Oil & Gas	42%	51%
Iron Ore	38%	14%
Copper	9%	9%
Aluminium	10%	0%
Power	29%	26%

Notes: 1. Excludes custom smelting at Copper and Zinc India operations

<sup>2.</sup> Before exceptional items

## Continued Focus on Strong FCF Generation Through Disciplined Ramp-up vedanta





#### **Progress during Q1 FY2017**

- Aluminium production exit run rate of
   1.1mtpa in June
- Goa iron ore production scaled to 40% of allocated capacity in Q1
- Ramp-up of power volumes at BALCO and TSPL; 3<sup>rd</sup> unit of TSPL to be capitalized in Q2
- Continued optimization of capex and opex
- On track to deliver significant EBITDA growth in FY2017

Ramp-up will generate higher free cash flow and enable de-leveraging

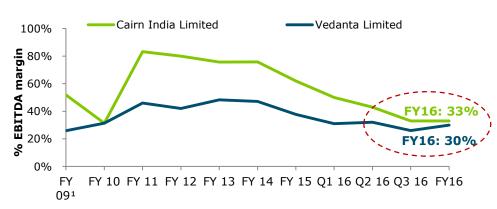
## **Vedanta Ltd-Cairn India Merger: Revised and Final Terms**



#### **Revised and final terms**

- Cairn India minority shareholders will receive for each equity share held, 1 Equity Share in Vedanta Ltd. and 4 Redeemable Preference Shares of Rs.10 each
- Implied premium of 20% to one month VWAP of Cairn India share price as on 21<sup>st</sup> July 2016
- Pro-forma ownership in Vedanta Ltd.:
  - Vedanta Resources 50.1%; Vedanta Ltd minority shareholders 29.8%; Cairn India minority shareholders 20.2%
- Conditional on shareholder approvals at each of Vedanta plc, Vedanta Ltd and Cairn India, as well as customary regulatory approvals

#### Diversified assets generate consistent margins...

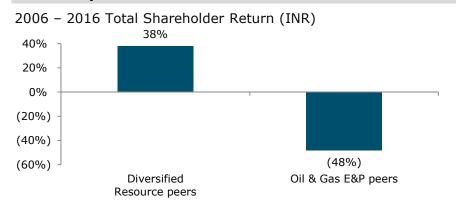


Source: Company filings, Bloomberg Note1: Excludes custom smelting. For Vedanta Limited: reported numbers considered for FY13 to current; Vedanta plc ex KCM used as proxy for FY12 and before

#### Strategic rationale for the merger

- Diversified portfolio de-risks earnings volatility and drives stable cash flows through the cycle
- Improved ability to allocate capital to highest return projects
- Greater financial flexibility to sustain strong dividend distribution
- Cost savings and greater capital efficiency, with potential re-rating to benefit all shareholders
- Stronger balance sheet lowers overall cost of capital
- Consistent with stated corporate strategy to simplify the Group structure

#### ... and superior shareholder returns



Source: Datastream as at 20 July 2016, shown on an INR basis

Diversified Resource peers include Anglo American, BHP Billiton, Freeport McMoran, Glencore, Rio Tinto, Teck Resources, Vedanta Resources plc

Oil & Gas E&P peers include mid-cap exploration and production companies with focus on production from emerging markets; includes DNO ASA, Genel Energy, Gulf Keystone Petroleum, Kosmos Energy, Maurel et Prom, Nostrum, Soco International and Tullow Oil

## **Strategic Priorities Remain Unchanged**



#### **Strategic Priorities**



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

#### **Focus Areas for FY 2017**

- Disciplined ramp-up of new capacities in Aluminium, Power and Iron
  Ore
- Zinc: Ramp-up volumes at Rampura Agucha U/G and develop Gamsberg
- O&G: Enhance gas production; EOR at other fields
- Reduce gross debt
- Continued optimisation of opex and capex
- · Continued discipline around working capital
- Announced revised and final terms for the Vedanta Limited and Cairn India Merger
- Expect merger to be completed by Q1 CY2017
- Achieving Zero harm: reduce fatal, environment and social incidents
- To obtain local consent prior to accessing resources
- Resource Efficiency Improvement Water, Energy, Waste and Carbon
- Community need based development projects
- Disciplined approach to exploration
- Continue to enhance our exploration capabilities: Dedicated exploration cell formed





# **Financial Update**

**D.D. Jalan**Chief Financial Officer

## **Financial Highlights**



- Our portfolio of structurally low-cost, Tier-I assets provided resilience in a low commodity price environment
  - ✓ EBITDA of Rs. 3,543 crore strong EBITDA margin¹ of 32%
  - ✓ LME and Brent prices lower by 10% and 25% y-o-y respectively, impacted EBITDA adversely by c. Rs 1,300 crore
  - ✓ Attributable net profit rises to Rs 615 crore q-o-q
  - √ Net debt higher at Rs 24,654 crore on account of payment of special dividend of Rs 12,205 crore by HZL in April 2016

Rs. Crore or as stated	Q1 FY2017	Q1 FY2016	Change	Q4 FY2016	Change
EBITDA	3,543	4,139	(14%)	3,480	2%
EBITDA margin¹	32.0%	31.9%		28.5%	
Attributable PAT (before exceptional items)	615	884	(30%)	(62)	NM
EPS (before exceptional items) (Rs./share)	2.07	2.98	(30%)	(0.20)	NM
Gross Debt	76,953	79,242	(3%)	77,559	(1%)
Cash <sup>2</sup>	52,299	52,786	(1%)	59,306	(12%)
Net Debt	24,654	26,456	(7%)	18,254	35%
Net Debt/EBITDA <sup>3</sup>	1.7x	-	-	1.2x	
Net Gearing	23%	-	-	18%	
Debt/Equity	0.9x	-	-	1.0x	

Notes: 1. Excludes custom smelting at Copper India and Zinc-India operations

<sup>2.</sup> Previous period numbers are based on Ind AS. Cash numbers based on fair value of investment under Ind AS

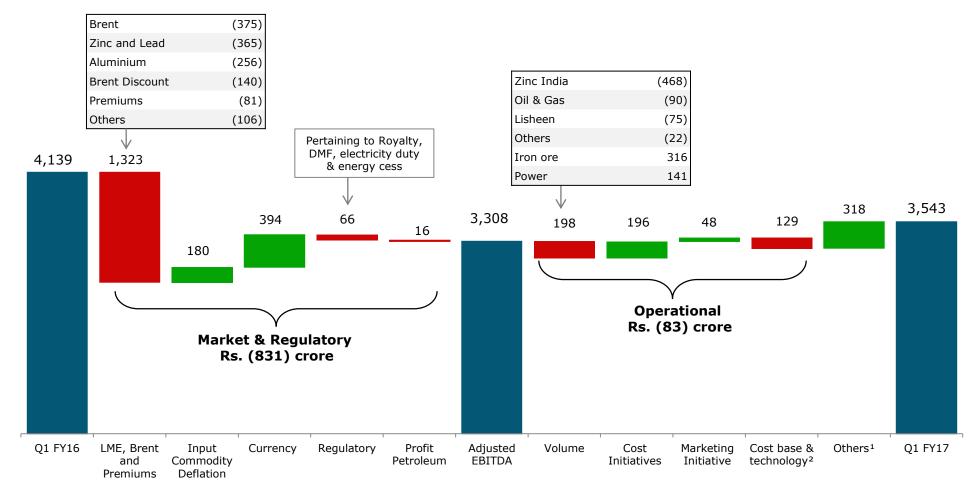
<sup>3.</sup> Based on Last 12 Months EBITDA: comparable LTM EBITDA for Q1 FY2016 under Ind AS not reported

## **EBITDA Bridge**



#### Q1 FY2017 vs. Q1 FY2016

(In Rs. Crore)



#### Notes:

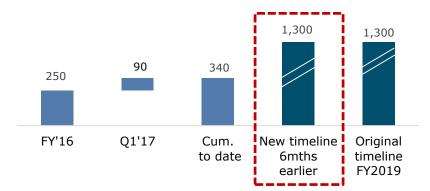
- 1. Others includes one time renewable power obligation charge of Rs 413 crore in Q1 FY 2016, Zinc International royalty refund of Rs 57 crore in current quarter
- 2. Includes EOR of Rs. 107 crore

## **Cost and Marketing Savings**



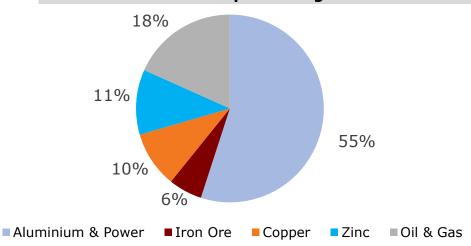
- Achieved cumulative savings c.\$340 mn savings
  - \$266 mn in cost and \$44 mn in marketing and \$30 mn in eliminated capex
  - 55% at Aluminium & Power
- 1000+ initiatives across businesses being implemented in the areas of:
  - Sourcing and logistics
  - Re-engineering and re-negotiations
  - Innovative technologies (e.g. alternate fuel)
- Target to achieve \$250-300mn in FY2017

#### Cost and marketing savings program (\$mn)



Savings in each period is over cost base of FY2015

#### **Business-wise break up of savings**



Cost savings accelerated significantly, US\$1.3 bn expected to be achieved 6 months earlier

## **Ind AS Implementation**



Implemented Indian Accounting Standard ('Ind AS') with effect from 1<sup>st</sup> April 2016. Under Ind AS, Q1 FY 2017 Profit after tax is Rs. 1157 crore, higher by Rs. 140 crore as compared to the IGAAP numbers for Q1 FY 2017. Following are the key reasons for differences under Ind AS:

- Fair Valuation gain on investments Rs. 336 crore
- Effect of foreign exchange loss in Oil & Gas business Rs. (325) crore
- Goodwill amortization impact Rs. 54 crore
- Deferred tax on distributable profits of subsidiaries now accounted in the income statement Rs.
   (53) crore
- Other adjustment like capitalization of stripping cost and difference in depreciation method at Oil & Gas business Rs. 128 crore

#### **Income Statement**



#### Depreciation

- Marginally lower y-o-y on account of lower volume at Cairn and Lisheen mine closure in Nov 15, partially offset by capitalisation of Al & Power assets
- Higher q-o-q due to lower charge in Q4 FY 16 on account of change in entitlement reserves estimates at Cairn in Mar 16

#### Finance cost

- Lower q-o-q primarily due to change in accounting methodology for charging of interest on non-capitalized pots
  - Interest will now be expensed on actual capitalization of pots which was being expensed earlier
- Lower on account of lower investment corpus at HZL on account of special dividend payout in April 16 at Zinc India

#### Taxes

 Tax rate of 26% (excluding DDT), higher due to expiry of tax holiday period at Zinc India and Oil & Gas business

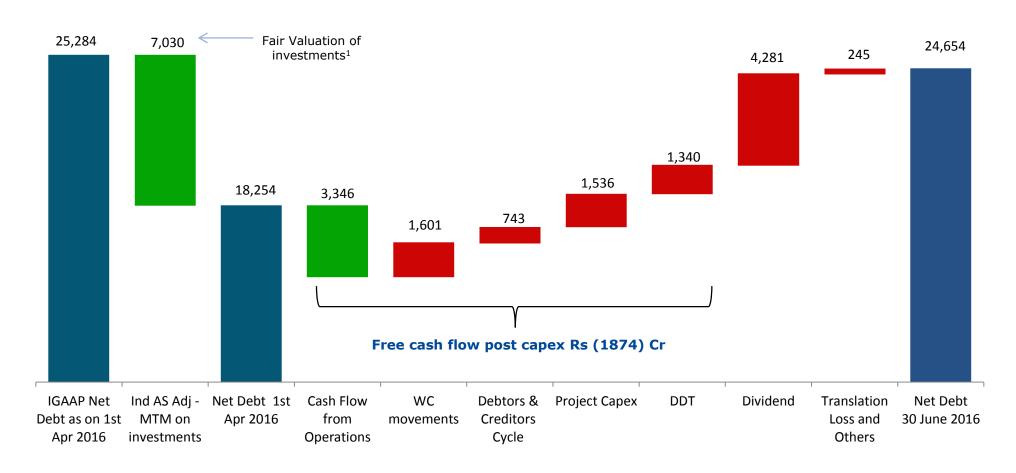
In Rs. Crore	Q1 FY'17	Q1 FY'16	Q4 FY'16
EBITDA	3,543	4,139	3,480
Depreciation	(1,492)	(1,502)	(1,423)
Finance Cost	(1,393)	(1,373)	(1,566)
Other Income	1,094	955	1,251
Exceptional item	-	(41)	(13,723)
Taxes (excluding DDT)	(434)	(443)	518
Tax - DDT	(57)	(91)	(1,278)
Profit After Taxes before exceptional items	1,157	1,635	747
Profit After Taxes	1,157	1,593	(12,706)
Attributable PAT	615	843	(13,228)
Attributable profit (before exceptional)	615	884	(62)
Minorities % (before exceptional items)	47%	46%	108%

Above financials are based on Ind AS. Previous period numbers were also based on Ind AS

## **Net Debt for 1Q FY2017**



(In Rs. Crore)



Notes: 1 Primarily driven by Ind AS adjustment on account of fair valuations of investments

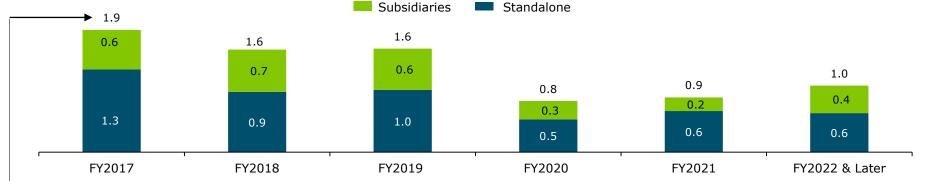
Cash flow from operations Rs 3,346 crore, utilized in capex for ramp-up

## **Balance Sheet and Maturity Profile**



#### **Maturity Profile of Term Debt (\$7.8bn)**

(as of 30<sup>th</sup> June 2016)



External term debt of \$7.8bn (\$4.9bn at Standalone and \$2.9bn at Subsidiaries)

Maturity profile shows external term debt at face value (excludes working capital of \$2.0bn, inter-company debt from Vedanta plc of \$1.0bn¹ and short term borrowing of US0.6bn at HZL

FY2017 maturities of \$1.9bn are a combination of \$1.4bn of short-term debt, and \$0.5bn of term debt:

- > Focus on deleveraging the balance sheet during the year through internal accruals and working capital release
- > \$1.4bn of short-term debt is expected to be partly repaid out of internal accruals and balance to be rolled over or replaced with term debt
- > \$0.5bn of external term debt will be refinanced.
- Repaid \$0.9bn of Intercompany loan during the quarter through dividends received from HZL
- Strong liquidity: Cash and liquid investments of \$7.7bn and undrawn committed lines of \$1.0bn

Debt breakdown as of 30 June 2016	(in \$bn)
External term debt	7.8
Working capital	2.0
Short term borrowing at HZL	0.6
Inter company loan from Vedanta Plc <sup>1</sup>	1.0
Total consolidated debt	11.3

Cash and Liquid Investments	7.7
Net Debt	3.6

Notes: 1. Repaid further \$0.6bn inter company loan in July 2016 and the balance outstanding as of date is \$0.4bn



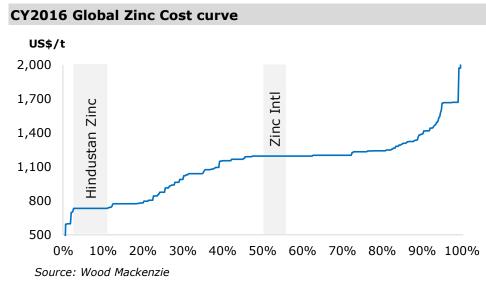


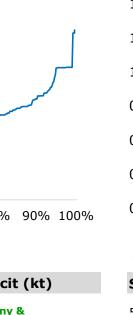
## **Business Review**

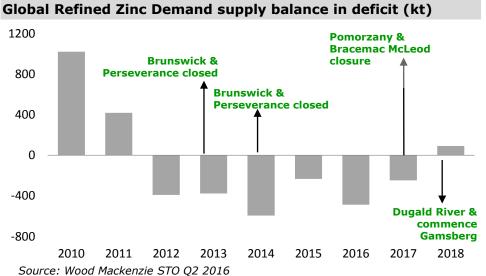
**Tom Albanese**Chief Executive Officer

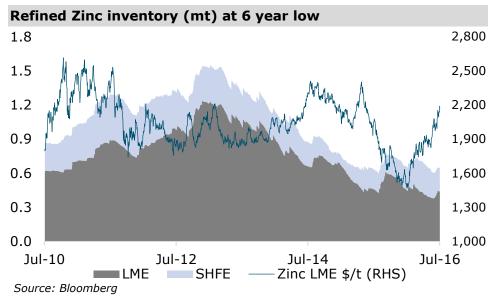
## Zinc and Silver: Fundamentals supporting performance

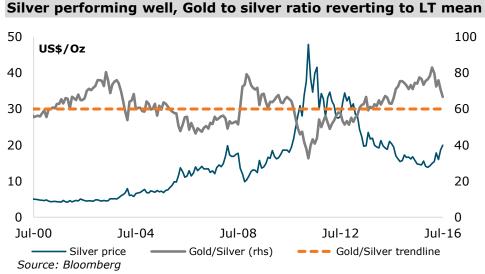












#### **Zinc India**



#### Results

- Metal in concentrate(MIC) production lower at 127kt as per the mine plan
- Refined zinc production at 101kt in line with MIC
- Maintained 1<sup>st</sup> decile position on global cost curve

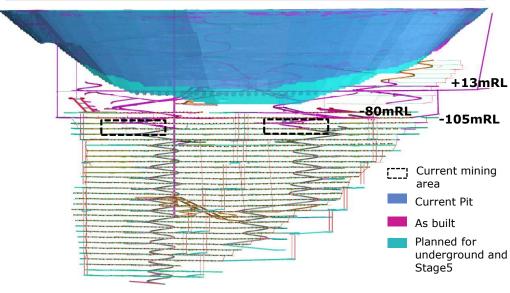
#### **Projects**

- RAM U/G main shaft crossed 900mtrs against the final depth of 950mtrs; winder erection work commenced during the quarter
- Extension of RAM open pit: Pre-stripping progressing as per plan
- SK mine: Off shaft development work continues to be ahead of schedule; further expanding mine from 3.75mtpa to 4.5mtpa
- Kayad mine: Project is nearing completion with capacity of 1mtpa

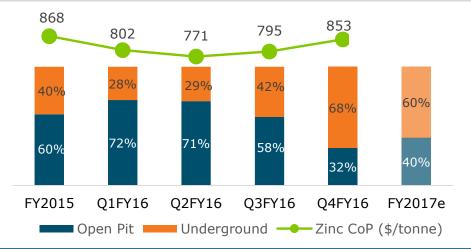
#### Outlook

- FY2017 mined metal production to be higher than previous year
  - H2 to be substantially higher than H1
  - Within H1, Q2 to be materially higher than Q1
- FY2017 silver production to be 475-500 tonnes
- Zinc CoP to remain stable compared to last year; H1 CoP to be higher in line with volumes





#### Stable cost while production moving underground





#### **Skorpion and Black Mountain**

#### Results

- Quarterly production of 43kt
  - Strong quarterly production of 19kt at BMM
  - Skorpion metal production at 24kt
- COP lower at \$1,167 driven by higher volumes at BMM and cost saving initiatives

#### Outlook

- FY2017 volume expected at 170-190kt
- FY2017 CoP expected at c.\$1,200/t: cost saving initiatives focused on reduction in overall spend base and efficiencies

#### 250kt Gamsberg Project: First ore production in early CY 2018

#### Feasibility Study

- DFS Completed in Sept 2014
- All regulatory approvals received
- Board Approval Nov 2014

• First Blast – Jul 2015, 8mt of

waste excavated

Construction

- Capex reduced to \$400mn
- Finalisation of major contracts
   Plant & Mining targeted for Q2 FY2017

- Ramp-up
- First ore production in early 2018
- 9 to 12 months to ramp-up to full production
- Full capacity production of 250kt by end-FY2019

Full

production

 CoP expected at \$1,000-1,150/t



**Vedanta Resources Chairman at BMM Deeps Shaft** 



**Pre-stripping at Gamsberg** 

### Oil & Gas



#### Results

- Mangala EOR, world's largest polymer program
  - EOR production reached 42 kboepd, 31% higher q-o-q
  - Rajasthan production stable at 167 kboepd in Q1
- Rajasthan water flood opex further reduced to \$4.4/boe; blended cost at \$6.4/boe, better than earlier expectation of high single digits

#### **RDG Gas: Phased ramp-up**

- Phase-1: Successfully completed fraccing at 15 wells; 25% increase in estimated total recovery of gas till 2030
  - 40-45 mmscfd by H1 CY2017
- Phase-2: Tendering for new gas processing terminal and rig underway
  - 100 mmscfd by H1 CY2019

#### Progress on key optionality projects

- Improved economics of Bhagyam and Aishwairya EOR
  - Aishwariya EOR: Opex reduced by c.30%; FDP for 15 mmbbls to be submitted in current quarter
  - Bhagyam EOR: Reduced development and operating cost by c.25%;
     revised FDP for 45 mmbbls to be submitted to JV partner in H1 CY 2017
- Aishwarya Barmer Hill: Development in phases with total EUR of 20-30 mmbbls, production from Phase-1 expected in the current fiscal

#### Outlook

- Rajasthan FY2017 production expected broadly at FY2016 level
- Maintenance shutdown at MPT in Sept 2016
- FY2017 net capex of \$100m
  - 80% on Development including RDG and Mangala EOR projects
  - 20% on Exploration



Rajasthan: Crude Oil Processing Facility



**Rajasthan: Captive Power Plant - Steam Generation** 

#### **Aluminium**



(70)

others

207

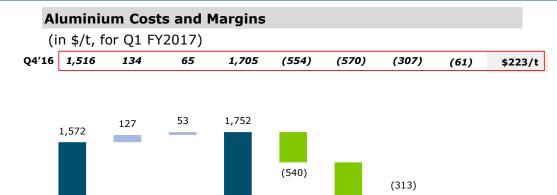
**EBITDA** 

#### Alumina and Aluminium volumes ramping up

- Record quarterly production at 244kt
- Commissioning of pots at 1<sup>st</sup> line of Jharsuguda-II 1.25mt and BALCO II 325kt smelter nearing completion; Jharsuguda 2<sup>nd</sup> line ramp-up commenced
- Jharsuguda 1,800MW sales lower due to lower demand and evacuation constraints
- Lanjigarh refinery: 2<sup>nd</sup> stream recommenced operations, alumina production at 275kt
- Aluminium CoP at \$1,476, marginally higher q-o-q due to high power cost
  - Power cost impacted due to clean energy cess of \$36/t, oneoff charge due to black-out of \$12/t
- Ingot premium remained low; lower production of value added products

#### Outlook

- FY 2017 production expected to be c. 1.2 million tonnes
  - Exit run rate of 1.1mtpa in end-June 2016
  - 1.25mt Jharsuguda smelter (4 x 313kt): 2<sup>nd</sup> line ramp up commenced; 3<sup>rd</sup> line expected to ramp up from Q4 FY2017; 4<sup>th</sup> line under evaluation
  - 325ktpa BALCO-II to be fully operational by Q2 FY2017
  - Alumina production to progressively ramp up to produce 1.4mt
- CoP estimated at below \$1,400 for FY 2017
  - Lanjigarh: Alumina CoP estimated at \$250/t
  - Laterite mining to commence production in Q3 FY2017
  - Power cost: Higher domestic coal availability provides flexibility on sourcing coal



Alumina

Cost

(622)

Power Cost Other Hot Conversion

Metal Costs Costs and

#### Roadmap to 2.3mtpa Aluminium Capacity

Total

Realisation

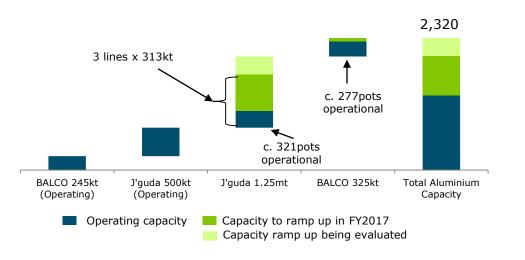
Value

Addition

LME

Inaot

Premium



#### **Power**



#### **Results**

- TSPL: Unit-I and Unit-II operated at an availability of 72% in Q1
  - Unit-III synchronized, to be capitalized in Q2
- BALCO 600MW IPP: 2<sup>nd</sup> unit of 300MW capitalized in Q1

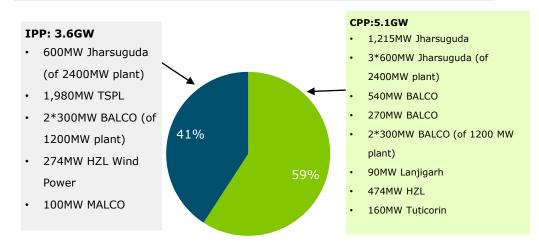
#### **Outlook**

- TSPL: Targeting availability of 80% post capitalization of all operating units
- Jharsuguda 2400MW:
  - 1,800 MW moved to Aluminium segment: surplus power will continue to be sold externally until fully utilized by Jharsuguda-II smelter
  - 600 MW unit continues to be in Power segment, supplying to Gridco
- MALCO PLF remained low for the quarter due to lower demand

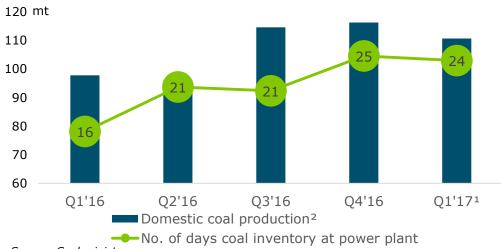
#### **Coal outlook**

- FY2017 coal requirement of 36mt for 9,000 MW power portfolio
- Higher production by Coal India has reduced reliance on imports
  - Coal India offering forward auctions and special auctions for CPP's and IPP's and spot auctions for all consumers
- Auctions of coal linkages underway: First round commenced on 26th July
- Marginally higher prices for domestic coal in line with global coal prices

#### Power Generation Capacity - c. 9GW



#### Coal availability at power plants in India improving:



Source: Coal ministry
1. Q1 derived based on April and May actual numbers 2. Includes production from Coal
India and Singrauli coal mine

## **Iron Ore and Copper India**



#### **Iron ore**

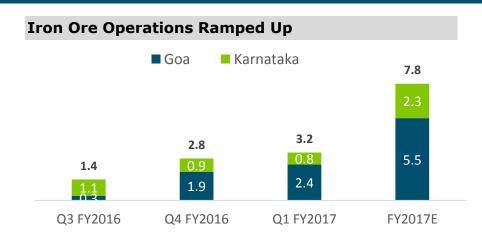
- Goa production ramped up in Q1, run rate of 0.8 mt per month
- Karnataka 0.8 mt production
- Engaging with the respective state Government for higher volumes
- Maintained low cost of operations
- Pig iron:
  - Strong production of 181kt, EBITDA contribution of Rs.47 crore

#### **Outlook**

 Goa and Karnataka production expected at 5.5mt and 2.3mt respectively in FY2017, further mining allocation being pursued

#### **Copper India**

- Strong performance in Q1, spot Tc/Rc remains robust
- FY2017 expected production at 400kt
  - Planned maintenance shutdown for three days in Q2
- Tuticorin Power Plant:
  - PLF at 60% due to lower demand
  - Compensated at the rate of 20% of the realization for off-take below 85% of contracted quantity





Iron ore exports from Goa



## Resource sector performed well, commodity prices strengthened in Q1

- Zinc and Silver prices outperformed
- Volatility is here to stay in the near and medium term
- Supply discipline improving fundamentals for commodities

## Disciplined ramp-up of capacities

- Ramp-up of capacities coupled with strong prices to boost cash flows and profitability
- Continue to optimize opex, capex, and working capital

### Strong Financial Profile with focus on shareholder returns

- Revised and Final terms for merger with Cairn India announced; merger to create value for all shareholders
- Committed to generate positive FCF, reduce debt and pay dividends
- Continue to strengthen the balance sheet

## Focus to generate strong free cash flow and de-lever





**Appendix** 

# Draft Proforma Consolidated Profit and Loss for the year ended March 31, 2016 under Ind AS

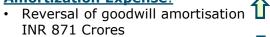


Amount in Rs. crore

Amount in Rs					
Particulars	As per IGAAP	Ind AS Adjustment s	Ind AS		
Income from Operations					
<ul><li>a) Net Sales/Income from Operations (Net of excise duty)</li></ul>	63,931	(18)	63,913		
Other Operating Income	503	(1)	502		
<b>Total Income from Operations (net)</b>	64,434	(19)	64,415		
Expenses					
Cost of Materials Consumed	21,768	(4)	21,764		
Purchases of Stock-in-Trade	781	_	781		
Changes in Inventories of Finished Goods, Work-in-progress and Stock-in-Trade	382	28	410		
Employee Benefits Expense	2,469	(14)	2,455		
Depletion, Depreciation and Amortization Expense	6,711	(577)	6,134		
Power & Fuel Charges	9,208	-	9,208		
Other Expenses	15,117	(471)	14,646		
Total Expenses	56,436	(1038)	55,398		
Profit from Operations Before Other Income, Finance Costs & Exceptional Items	7,998	1019	9,017		
Other Income**	3,482	1,000	4,482		
Exchange gain	972	(949)	23		
Profit from ordinary activities before finance costs and Exceptional Items	12,452	1,070	13,522		

#### **Impact on Profit**

## <u>Depletion, Depreciation and Amortization Expense:</u>



- Change in depletion accounting for Oil & Gas INR 416 Crores
- Reversal of higher depreciation recognised in IGAAP on revalued fixed assets INR 119 Crores

#### **Other Expenses (Operational):**

 Capitalisation of exploration cost of Rs. 231 crore, stripping cost of Rs. 75 crore, Reversal of loss recognized in IGAAP on Mutual funds INR 136 Crores reclassified to other income

#### **Exchange (Gain)**

 Change in functional currency of Cairn, Rs. 946 crore



#### \*\*Other Income:

 Fair value gain on investments recognised under Ind AS
 Rs. 1,000 crore net of Rs. 136 crore reclassified from other expenses

# Draft Proforma Consolidated Profit and Loss for the year ended March 31, 2016 under Ind AS



Amount in Rs. crore

Particulars	As per IGAAP	Ind AS Adjustment s	Ind AS
Finance Cost	5,704	78	5,782
Profit from ordinary activities after finance costs but before Exceptional Items	6,748	992	7,740
Exceptional Items	40.450		13,862
	12,452	1,410	
Profit (loss) from Ordinary Activities Before Tax	(5,704)	(418)	(6,122)
Tax expense (including deferred tax and net of MAT credit entitlement)	433	1,461	1,894
Net Profit (Loss) from ordinary activities after tax	(6,137)	(1,879)	(8,016)
Net Profit (Loss) for the period	(6,137)	(1,879)	(8,016)
Share of Loss of Associate	0	-	0
Minority Interest	3,187	(272)	2,915
Net Profit (Loss) After Taxes, Minority Interest and Share in Loss of Associate	(9,323)	(1,608)	(10,931)
Net profit After Taxes, Minority Interest and Share in Profit / (Loss) of Associates but Before Exceptional Items	2,910	(581)	2,329
Earning per Share After Exceptional Items (Basic/ diluted in INR)	(31.44)	(5.43)	(36.87)
Earning per Share Before Exceptional Items(Basic/ diluted in INR)	9.81	(1.96)	7.86

#### **Impact on Profit**

#### **Finance Cost:**

 Unwinding of discount on provision Rs. 75 crore



- Higher goodwill impairment by Rs. 668 Crore due to non-amortization under Ind AS
- Higher impairment in oil and gas business due to difference in carrying value Rs. 742 crore



#### Tax expense

 Higher deferred tax mainly DDT on dividend income received/ receivable from subsidiaries Rs. 1,621 crore and impact of deferred tax on Ind AS adj



## **Transaction timetable**



Key Event	Expected date
BSE, NSE and SEBI approvals sought	Completed
BSE, NSE and SEBI approvals	Completed
Application to High Court in India	Completed
Vedanta plc posting of UK Circular	August 2016
Vedanta plc EGM	September 2016
Vedanta Limited shareholder meeting	8 <sup>th</sup> September 2016
Cairn India Limited shareholder meeting	12 <sup>th</sup> September 2016
Foreign Investment Promotion Board approval	Q4 CY 2016
High Court of India approval	Q1 CY 2017
MoPNG approval	Q1 CY 2017
Transaction completion	Q1 CY 2017

## **Entity Wise Cash and Debt**



(in Rs. Crore)

	;	30 June2016		31 March 2016			30 June 2015		
Company	Debt	Cash & LI	Net Debt	Debt	Cash & LI	Net Debt	Debt	Cash & LI	Net Debt
Vedanta Limited Standalone	45,322	1,216	44,106	42,256	1,356	40,900	39,948	1,285	38,662
Zinc India	3,911	26,839	(22,928)	-	35,277	(35,277)	-	31,450	(31,450)
Zinc International	-	600	(600)	-	642	(642)	-	1,077	(1,077)
Cairn India	-	23,565	(23,565)	-	21,927	(21,927)	388	18,767	(18,379)
BALCO	5,676	12	5,664	5,795	12	5,783	5,742	66	5,676
Talwandi Sabo	7,453	23	7,430	7,289	40	7,249	6,684	12	6,672
Twin Star Mauritius Holdings Limited <sup>1</sup> and Others <sup>2</sup>	14,591	44	14,547	22,220	52	22,168	26,481	129	26,352
Vedanta Limited Consolidated	76,953	52,299	24,654	77,559	59,306	18,254	79,242	52,786	26,456

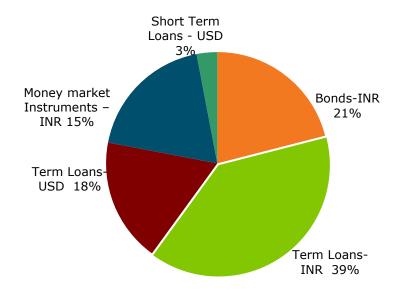
Notes: Debt numbers at Book Value and excludes inter-company eliminations.

- 1. As on 31 March, debt at TSMHL comprised Rs.7,166 crore of bank debt and Rs. 6,647 crore of debt from Vedanta Resources Plc
- 2. Others includes MALCO Energy, CMT, VGCB, Sesa Resources, Fujairah Gold, and Vedanta Limited's investment companies.

## **Debt Breakdown & Funding Sources**



# **Diversified Funding Sources for Term Debt of \$ 7.8bn** (as of 30<sup>th</sup> Jun 2016)



• External term debt of \$4.9bn at Standalone and \$2.9bn at Subsidiaries, total consolidated \$7.8bn

INR debt: 63%, USD debt:37%

#### **Debt Breakdown**

**Net Debt** 

(as of 30<sup>th</sup> Jun 2016)

Debt breakdown as of 30 June 2016	(in \$bn)
External term debt	7.8
Working capital	2.0
Short term borrowing at HZL	0.6
Inter company loan from Vedanta Plc <sup>1</sup>	1.0
Total consolidated debt	11.3
Cash and Liquid Investments	7.7

Notes: 1. Repaid further \$0.6bn inter company loan in July 2016 and the balance outstanding as of date is \$0.4bn

Note: USD-INR: Rs. 67.62 at 30 June 2016

3.6

## **Segment Summary - Oil & Gas**



	Q1			Q4	Full Year
OIL AND GAS (boepd)	FY 2017	FY 2016	% change YoY	FY2016	FY 2016
Average Daily Total Gross Operated Production (boepd)*	206,455	217,935	-5%	206,170	212,552
Average Daily Gross Operated Production (boepd)	196,861	209,738	-6%	197,039	203,703
Rajasthan	166,943	172,224	-3%	167,650	169,609
Ravva	19,637	28,556	-31%	19,058	23,845
Cambay	10,281	8,958	15%	10,331	10,249
Average Daily Working Interest Production (boepd)	125,391	130,565	-4%	125,775	128,191
Rajasthan	116,860	120,557	-3%	117,355	118,726
Ravva	4,418	6,425	-31%	4,288	5,365
Cambay	4,113	3,583	15%	4,133	4,100
Total Oil and Gas (million boe)					
Oil & Gas- Gross	17.91	19.09	-6%	17.93	74.56
Oil & Gas-Working Interest	11.41	11.88	-4%	11.45	46.92
Financials (In Rs. crore, except as stated)					
Revenue	1,885	2,627	-28%	1,717	8,626
EBITDA	794	1,353	-41%	538	3,567
Average Oil Price Realization (\$ / bbl)	38.0	56.0	-32%	28.2	40.9
Brent Price (\$/bbl)	46	62	-26%	34	47

<sup>\*</sup> Including internal gas consumption

## **Segment Summary – Zinc India**



		Q1		Q4 Full Year		
Production (in '000 tonnes, or as stated)	FY 2017	FY 2016	% change YoY	FY2016	FY 2016	
Mined metal content	127	232	-45%	188	889	
Refined Zinc – Total	102	187	-45%	154	759	
Refined Zinc – Integrated	101	187	-46%	154	759	
Refined Zinc – Custom	1	-	-	-	-	
Refined Lead - Total <sup>1</sup>	25	31	-20%	38	145	
Refined Lead – Integrated	25	27	-11%	38	140	
Refined Lead – Custom	-	3	-	0	5	
Refined Saleable Silver - Total (in tonnes) <sup>2</sup>	89	75	18%	122	425	
Refined Saleable Silver - Integrated (in tonnes)	89	74	20%	122	422	
Refined Saleable Silver - Custom (in tonnes)	-	1	-	0	3	
Financials (In Rs. crore, except as stated)						
Revenue	2,442	3,545	-31%	3,045	13,795	
EBITDA	1,074	1,629	-34%	1,282	6,497	
Zinc CoP without Royalty (Rs. /MT) <sup>3</sup>	62,100	51,000	22%	58,000	52,600	
Zinc CoP without Royalty ( $\$/MT$ ) $^3$	928	802	16%	860	804	
Zinc CoP with Royalty ( $\$/MT$ ) $^3$	1,178	1,170	1%	1,078	1,045	
Zinc LME Price (\$/MT)	1,918	2,190	-12%	1,679	1,829	
Lead LME Price (\$/MT)	1,719	1,942	-11%	1,744	1,768	
Silver LBMA Price (\$/oz)	16.8	16.4	2%	14.9	15.2	

<sup>1.</sup> Excludes captive consumption of tonnes in , 1084 Q1 FY 2017 vs 2,184 tonnes in Q1 FY 2016 & 908 tonnes in Q4 FY 2016

<sup>2.</sup> Excludes captive consumption of 5.5MT in Q1 FY 2017 and 11.3 MT in Q1 FY 2016 & 4.7 MT in Q4 FY 2016

<sup>3.</sup> The COP numbers are after adjusting for deferred mining expenses under Ind-AS. Without this adjustment, Zinc CoP per MT would have been Rs. 76,400 (\$1,142) as compared with Rs. 51,000 (\$802) in Q1 FY 2016 and Rs. 58,000 (\$860) in Q4 FY 2016

## **Segment Summary – Zinc International**



Duadwetian (in/000 towners or as stated)		Q1			Full Year
Production (in'000 tonnes, or as stated)	FY 2017	FY 2016	% change YoY	FY2016	FY 2016
Refined Zinc – Skorpion	24	26	-8%	27	82
Mined metal content- BMM	19	15	28%	15	63
Mined metal content- Lisheen	-	29	-	-	81
Total	43	70	-39%	42	226
Financials (In Rs. Crore, except as stated)					
Revenue	453	890	-49%	562	2,563
EBITDA	249	257	-3%	83	473
CoP - (\$/MT)	1,226	1,409	-13%	1,242	1,431
Zinc LME Price (\$/MT)	1,918	2,190	-12%	1,679	1,829
Lead LME Price (\$/MT)	1,719	1,942	-11%	1,744	1,768

## **Segment Summary – Copper India**



		Q1			Full Year
Production (in '000 tonnes, or as stated)	FY 2017	FY 2016	% change YoY	FY2016	FY 2016
Copper - Mined metal content	-	-		-	-
Copper - Cathodes	100	98	2%	102	384
Tuticorin power sales (million units)	60	175	-66%	68	402
Financials (In Rs. crore, except as stated)					
Revenue	4,654	5,571	-16%	5,466	20,909
EBITDA	441	523	-16%	536	2,205
Net CoP – cathode (US¢/lb)	5.9	2.5	137%	3.4	3.2
Tc/Rc (US¢/lb)	22.9	22.9	0%	24.8	24.1
Copper LME Price (\$/MT)	4,729	6,043	-22%	4,672	5,211

## **Segment Summary – Iron Ore**



Particulars (in million dry motric tonnos, or		Q1		Q4	Full Year
Particulars (in million dry metric tonnes, or as stated)	FY 2017	FY 2016	% change YoY	FY2016	FY 2016
Sales	2.6	0.5	NM	2.6	5.3
Goa	2.1	-	-	1.6	2.2
Karnataka	0.5	0.5	1%	1.0	3.1
Production of Saleable Ore	3.2	0.2	NM	2.8	5.2
Goa	2.4	1	1	1.9	2.2
Karnataka	0.8	0.2	NM	0.9	3.0
Production ('000 tonnes)					
Pig Iron	181	170	7%	188	654
Financials (In Rs. crore, except as stated)					
Revenue	970	479	102%	869	2,292
EBITDA	373	66	-	264	402

## **Segment Summary – Aluminium**



		Q1		Q4	Full Year
Particulars (in'000 tonnes, or as stated)	FY 2017	FY 2016	% change YoY	FY2016	FY 2016
Alumina – Lanjigarh	275	269	2%	211	971
Total Aluminum Production	244	232	6%	226	923
Jharsuguda-I	129	132	-2%	123	516
Jharsuguda-II <sup>1</sup>	28	20	46%	19	76
245kt Korba-I	63	62	2%	64	257
325kt Korba-II <sup>2</sup>	24	18	31%	19	75
BALCO 270 MW (MU) <sup>3</sup>	-	99	-	-	169
Jharsuguda 1800 MW (MU) <sup>4</sup>	355	-	-	-	-
Financials (In Rs. crore, except as stated)					
Revenue	2,758	2,733	1%	2,861	11,091
EBITDA - BALCO	64	-167	-138%	92	-96
EBITDA – Vedanta Aluminium	202	178	31%	268	761
Alumina CoP – Lanjigarh (\$/MT)	292	340	-14%	297	315
Alumina CoP – Lanjigarh (Rs. /MT)	19,600	21,600	-9%	20,100	20,600
Aluminium CoP – (\$/MT)	1,476	1,689	-13%	1,431	1,572
Aluminium CoP – (Rs. /MT)	98,800	107,200	-8%	96,600	102,900
Aluminium CoP – Jharsuguda (\$/MT)	1,459	1,597	-9%	1,397	1,519
Aluminium CoP – Jharsuguda(Rs. /MT)	97,700	101,400	-4%	94,300	99,400
Aluminum CoP – BALCO (\$/MT)	1,504	1,837	-18%	1,489	1,659
Aluminium CoP - BALCO (Rs. /MT)	100,700	116,700	-14%	100,500	108,600
Aluminum LME Price (\$/MT)	1,572	1,765	-11%	1,516	1,590

<sup>1.</sup> Including trial run production of 13kt in Q1 FY2017 and 20kt in Q1 FY2016

<sup>2.</sup> Including trial run production of 6kt in Q1 FY2017

<sup>3.</sup> BALCO 270 MW has been moved from Power to the Aluminium segment from 1st April 2016 and prior period sales and EBITDA numbers continued to be reported in Power segment

<sup>4.</sup> Jharsuguda 1,800 MW has been moved from Power to the Aluminium segment from 1<sup>st</sup> April 2016 and prior period sales and EBITDA numbers continued to be reported in Power segment. These are surplus power sales

## **Segment Summary – Power**



		Q1		Q4	Full Year
Particulars (in million units)	FY 2017	FY 2016	% change YoY	FY2016	FY 2016
Total Power Sales	3,010	3,070	-2%	3,391	12,121
Jharsuguda 600 MW(FY2016 nos are for 2400 MW) <sup>2</sup>	892	2,266	NM	1,906	7,319
BALCO 270 MW <sup>3</sup>	-	99	-100%	-	169
BALCO 600 MW <sup>1</sup>	607			499	1,025
MALCO	90	193	-53%	56	402
HZL Wind Power	148	127	17%	61	414
TSPL	1,272	384	231%	869	2,792
Financials (in Rs. crore except as stated)					
Revenue	1,182	1,086	9%	1,303	4,655
EBITDA	343	277	24%	407	1,299
Average Cost of Generation(Rs. /unit)*	2.02	2.20	-8%	1.95	2.15
Average Realization (Rs. /unit)*	2.79	3.03	-8%	2.55	2.91
Jharsuguda Cost of Generation (Rs. /unit)	1.92	2.09	-8%	1.87	2.09
Jharsuguda Average Realization (Rs. /unit)	2.29	2.75	-17%	2.27	2.63

<sup>\*</sup> Excluding TSPL

<sup>1. 87</sup> million units in Q1 FY2016 consumed captively

Jharsuguda 1,800 MW has been moved from Power to the Aluminium segment from 1st April 2016 and prior period sales and EBITDA numbers continued to be reported in Power segment
 BALCO 270 MW has been moved from Power to the Aluminium segment from 1st April 2016 and prior period sales and EBITDA numbers continued to be reported in Power segment

## **Sales Summary**



Sales volume	Q1 FY2017	Q1FY2016	Q4 FY 2016	FY 2016
Zinc-India Sales				
Refined Zinc (kt)	120	180	158	760
Refined Lead (kt)	23	29	41	145
Zinc Concentrate (DMT)	-	-	-	-
Lead Concentrate (DMT)	-	-	-	-
Total Zinc (Refined+Conc) kt	120	180	158	760
Total Lead (Refined+Conc) kt	23	29	41	145
Total Zinc-Lead (kt)	143	210	199	906
Silver (moz)	2.8	2.4	3.9	13.7
Zinc-International Sales				
Zinc Refined (kt)	18	28	28	87
Zinc Concentrate (MIC)	6	34	12	106
Total Zinc (Refined+Conc)	24	62	40	193
Lead Concentrate (MIC)	10	12	9	44
Total Zinc-Lead (kt)	34	74	48	237
Aluminium Sales				
Sales - Wire rods (kt)	86	70	94	357
Sales - Rolled products (kt)	0	9	1	21
Sales - Busbar and Billets (kt)	27	21	33	111
Total Value added products (kt)	113	100	127	489
Sales - Ingots (kt)	119	126	107	438
Total Aluminium sales (kt)	232	226	234	927

## **Sales Summary**



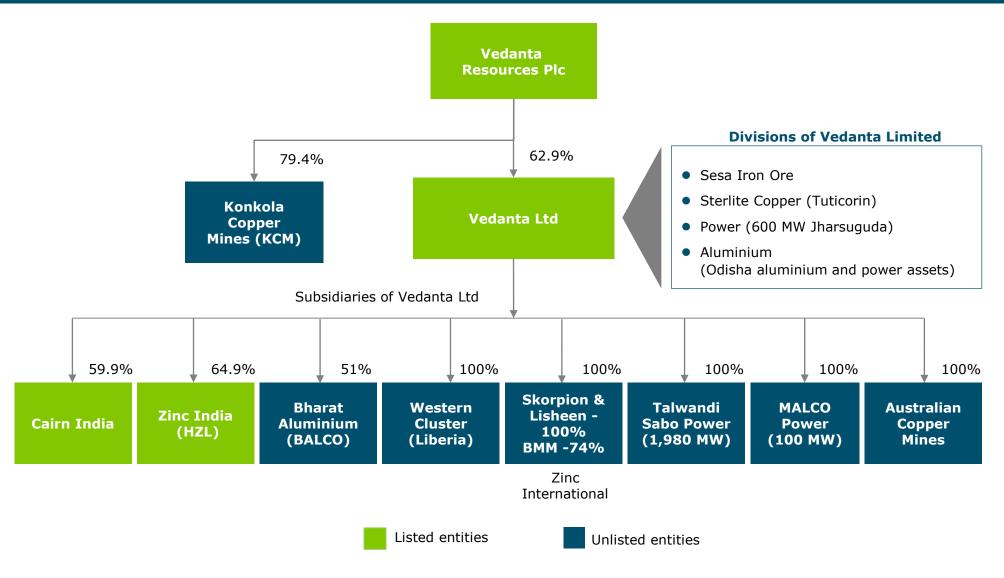
Sales volume	Q1 FY2017	Q1FY2016	Q4FY 2016	FY 2016
Iron-Ore Sales				
Goa (mn DMT)	2.1	-	1.6	2.2
Karnataka (mn DMT) <sup>1</sup>	0.5	0.5	1.0	3.1
Total (mn DMT)	2.6	0.5	2.6	5.3
Pig Iron (kt)	169	166	213	663
Copper-India Sales				
Copper Cathodes (kt)	43	46	44	167
Copper Rods (kt)	55	48	59	210
Sulphuric Acid (kt)	168	108	141	505
Phosphoric Acid (kt)	43	44	49	197

Sales volume Power Sales (mu)	Q1 FY2017	Q1FY2016	Q4FY 2016	FY 2016
Jharsuguda 2,400 MW	892.3	2,266	1,906	7,319
TSPL	1,272.1	384	869	2,792
BALCO 270 MW	-	99	-	169
BALCO 600 MW <sup>1</sup>	607.0	-	499	1,025
MALCO	90.0	193	56	402
HZL Wind power	148.2	127	61	414
Total sales	3,010	3,070	3,391	12,121
Power Realisations (INR/kWh)				
Jharsuguda 600 MW	2.3	2.8	2.3	2.6
TSPL	5.2	5.8	6.5	5.8
BALCO 270 MW	-	3.3	ı	3.3
Balco 600 MW	2.9		3.1	3.2
MALCO	4.8	5.6	6.2	6.2
HZL Wind power	4.3	4.0	3.9	4.0
Average Realisations <sup>2</sup>	2.8	3.0	2.6	2.9
Power Costs (INR/kWh)				
Jharsuguda 600 MW	1.9	2.1	1.9	2.1
TSPL	3.7	4.5	3.6	3.8
BALCO 270 MW	-	3.8	-	3.9
Balco 600 MW	2.3		2.0	2.4
MALCO	3.7	3.9	4.5	4.2
HZL Wind power	0.5	0.4	1.1	0.1
Average costs <sup>1</sup>	2.0	2.2	1.9	2.1

<sup>1. 87</sup> million units in Q1 FY2016 consumed captively 2. Excluding TSPL

## **Group Structure**





Notes: Shareholding based on basic shares outstanding as on 30 June 2016

## **Results Conference Call Details**



Results conference call is scheduled at 6:00 PM (IST) on Thursday, 29 July 2016. The dial-in numbers for the call are given below:

Event		Telephone Number
Earnings conference call on 29 July 2016	India – 6:00 PM (IST)	Mumbai main access +91 22 3938 1017 Mumbai standby access +91 22 6746 8333
	Singapore – 8:30 PM (Singapore Time)	Toll free number 800 101 2045
	Hong Kong – 8:30 PM (Hong Kong Time)	Toll free number 800 964 448
	UK - 1:30 PM (UK Time)	Toll free number 0 808 101 1573
	US - 8:30 AM (Eastern Time)	Toll free number 1 866 746 2133
For online registration	http://services.choruscall.in/diamondpass/registrat	ion?confirmationNumber=52679
Replay of Conference Call (29 July 2016 to 4 Aug 2016)		Mumbai +91 22 3065 2322 +91 22 6181 3322 Passcode: 63835#