

# Vedanta Limited

## Q1 FY2018 Results

25 July 2017



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

**Elements for a Sustainable Future**

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## Strategic Update

**Tom Albanese**

Chief Executive Officer



Empowering Growth

## Building a Zero Harm Culture

### ● Safety

- Zero fatalities during Q1 FY18
- High Potential (HIPO) Incident reduced by 38% over Q1 previous year.
- “Crane and lift” Safety Performance standard and guidance note launched
- Vedanta Safety Performance Standard lead assessor training initiated

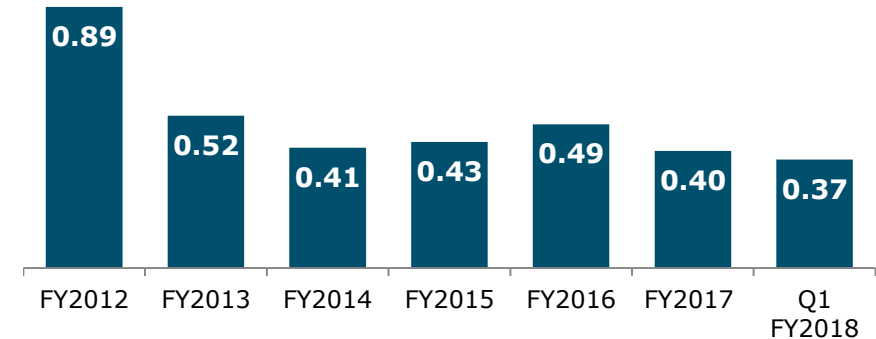
### ● Environment

- Contaminated site management training program conducted for the business; draft standard developed for the group
- Water risk assessment program for the group launched

### ● Social Licence to Operate

- Received ‘CSR Project of the Year’ by India CSR Network for our flagship Nandghar Project
- 95 Nandghars: 76 operational and 19 under development

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



Note: ICMM 2014 methodology adopted from FY2016 onwards



Vedanta’s signature project ‘Nandghar’



# Q1 FY2018 Results Highlights

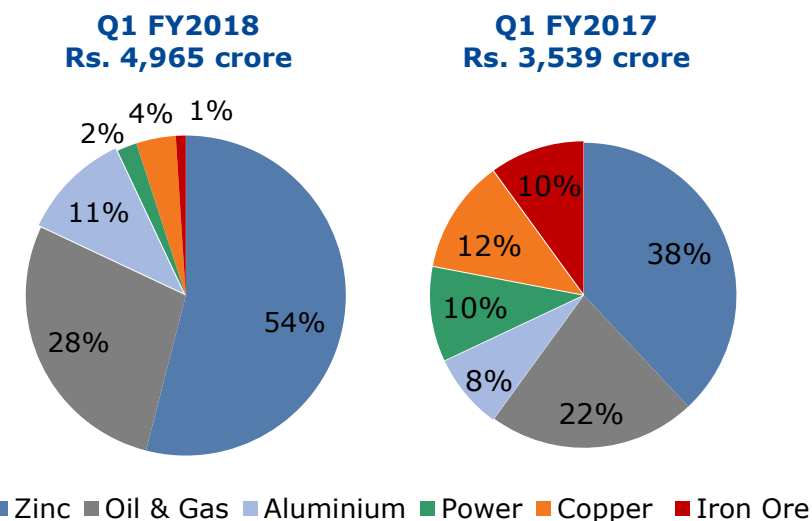
## Operations:

- Higher zinc-lead and silver volumes at Zinc India
- Gamsberg zinc project on track for mid CY18 production
- Aluminium exit production run-rate of 1.4mtpa (stabilized)
- Continued strong contribution from Mangala EOR; improved costs despite increased EOR production
- TSPL plant restarted in end Jun 2017
- Production guidance for FY 2018 unchanged

## Financial:

- EBITDA at Rs. 4,965 crore, up 40% y-o-y
- EBITDA margin<sup>1</sup> of 36%, up from 32% in Q1 FY2017
- Attributable PAT of Rs. 1,525 crore, up 102% y-o-y
- Cumulative cost and marketing savings of US\$ 856mn over last 9 quarters
- Gross debt reduced by Rs. 6,288<sup>2</sup> crore; further reduction of c. Rs. 2,500 crore post June 30, 2017.

## Group EBITDA Mix



■ Zinc ■ Oil & Gas ■ Aluminium ■ Power ■ Copper ■ Iron Ore

Divisional EBITDA	Q1 FY2018	Q1 FY2017
Zinc India	2,369	1,077
Zinc - Intl.	321	251
Oil & Gas	1,385	794
Aluminium	528	269
Power	110	338
Copper - India	213	441
Iron Ore	40	363
Others	(1)	6

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

2. Excludes change in Zinc India temporary borrowing from Rs 7,908 crore (Q4 FY 2017) to Rs 6,959 crore and Preference shares of Rs 3,010 crore issued pursuant to Cairn merger

## Strategic Priorities



**Production growth**



**Deleveraging**



**Group Simplification**



**Preserve License to Operate**



**Identify next generation of Resources**

## Focus Areas for FY2018

- Continued production ramp up
- Commence production at Gamsberg by mid CY2018
- Continue to improve business efficiencies

- Efficiently refinance upcoming maturities, lower interest costs
- Delever further to reduce gross debt
- Shareholder returns: Dividend policy announced

- Realise benefits of the Vedanta Ltd – Cairn India merger

- Implement best practices for Zero Harm, Zero Discharge, Zero Waste
- Continued reduction of GHG emissions and carbon footprint

- Leverage expertise of central mining exploration group
- Optimize oil exploration activities, while preserving growth options

**World class assets and operational excellence to deliver strong and sustainable cash flows**

**Production growth and asset optimization**

## **Strong Shareholder Returns**

- Announced dividend policy at Vedanta Ltd
  - pass through of HZL's regular dividend, plus
  - minimum 30% pay out of Attributable PAT (ex HZL PAT)
- HZL dividend policy - minimum 30% pay out

## **Maintain Strong Balance Sheet**

- Continued reduction of gross debt
- Target for AA+ rating from current AA rating (CRISIL)

## **Grow Existing Businesses**

- Focus on full capacity utilisation and production growth in existing businesses
- Any investment opportunities to clear hurdle rate of return



## Financial Update

**Arun Kumar**

Chief Financial Officer



Value Creation

# Q1 FY2018: Robust Profitability and Balance Sheet

- EBITDA higher 40% y-o-y, driven by higher commodity prices, higher volumes and cost savings
  - Lower q-o-q on account of lower volumes & commodity prices
- Gross debt reduced by Rs. 6,288<sup>1</sup> Crore; further reduction of Rs.2,500 Crore post June 30, 2017
- Net debt higher primarily due to dividend payouts in April 2017

<i>Rs. crore or as stated</i>	<b>Q1 FY2018</b>	<b>Q1 FY2017</b>	<b>Change</b>	<b>Q4 FY2017</b>	<b>Change</b>
<b>EBITDA</b>	<b>4,965</b>	3,539	<b>40%</b>	7,275	(32)%
EBITDA margin <sup>2</sup>	36%	32%	-	44%	-
<b>Attributable PAT</b> (Before Exceptional and DDT) <sup>3</sup>	<b>1,525</b>	763	<b>2.0x</b>	2,970	(49)%
<b>Attributable PAT</b> (Before Exceptional)	<b>1,525</b>	754	<b>2.0x</b>	2,816	(46)%
EPS (Rs./share) (Before Exceptional and DDT)	4.37	2.57		10.02	
EPS (Rs./share) (Before Exceptional)	4.37	2.54		9.51	
Gross Debt <sup>4</sup>	67,342	66,519		71,569	
Cash	48,318	52,299		63,471	
Net Debt	19,024	14,220		8,099	
Net Debt/EBITDA (LTM)	0.8	1.0		0.4	
Net Gearing	20%	15%		10%	

Notes: 1. Excluding change in Zinc India temporary borrowing from Rs. 7,908 crore (in Q4 FY 2017) to Rs. 6,959 crore and Preference shares of Rs. 3,010 crore issued pursuant to Cairn merger

2. Excludes custom smelting at Copper India and Zinc-India operations

3. In view of clarification issued by Ind-AS Transition Facilitation Group, the Group has revised the accounting for dividend distribution tax (DDT) on profits of subsidiaries. Hence the previous periods have been restated to give effect of the same

4. Gross Debt of Q1 FY 2018 includes preference shares of Rs 3,010 crore issued pursuant to Cairn Merger.

# EBITDA Bridge (Q1 FY2018 vs. Q1 FY2017)

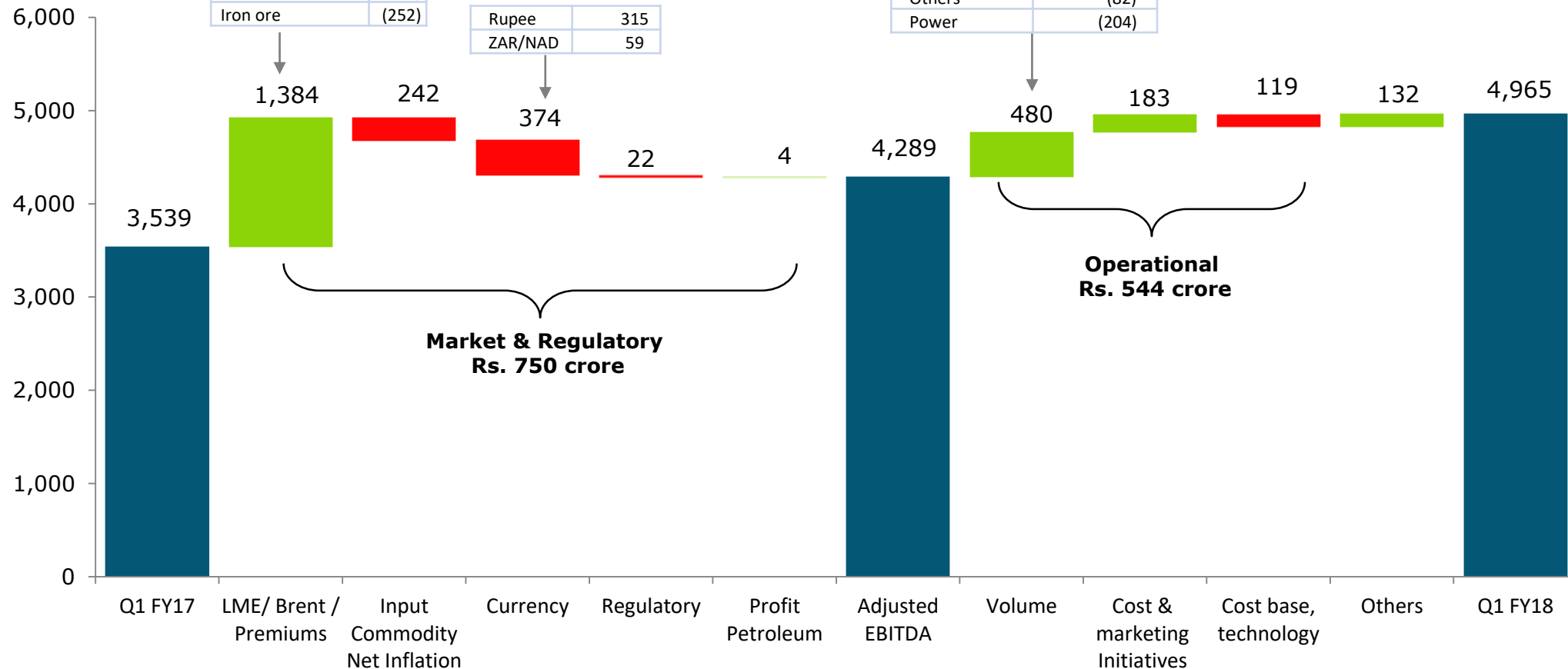
## Q1 FY2018 vs. Q1 FY2017

(In Rs. crore)

Zinc & Lead	990
Aluminum	485
Brent	100
Brent Discount	96
Metal Premium	(35)
Iron ore	(252)

Rupee	315
ZAR/NAD	59

Zinc India	582
Aluminum	184
Others	(82)
Power	(204)



## ● Depreciation & Amortization

- Lower q-o-q and y-o-y due to change in depreciation method in Oil & Gas business from 2P to 1P reserve based on guidance under Ind-AS w.e.f. 1<sup>st</sup> April.
- Additionally, q-o-q there was lower ore production at Zinc India as per mine plan

## ● Finance cost

- Higher q-o-q and y-o-y due to temporary borrowing at Zinc India and interest on pref. shares issued, partially offset by repayment of debt and lower interest rates
- Additionally, y-o-y capitalisation of Aluminium & Power capacities led to increased cost

## ● Other income

- Higher q-o-q on account of higher MTM gain on investments, partially offset by lower investment corpus
- Lower y-o-y mainly on lower investment corpus at Zinc India given record dividend payout of Rs. 27,157 crore during FY 17 and lower MTM gain

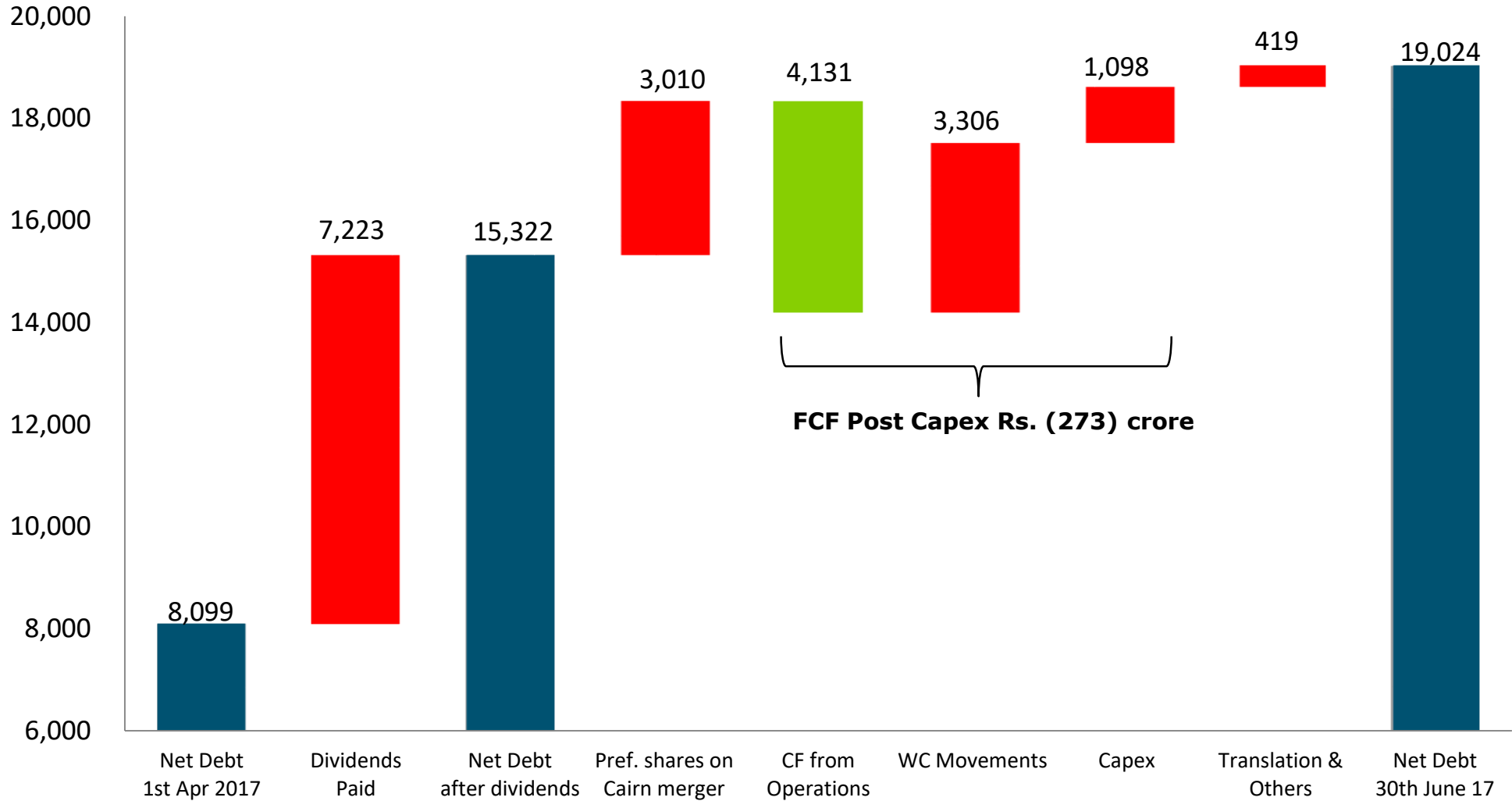
<i>In Rs. crore</i>	<b>Q1 FY'18</b>	<b>Q1 FY'17</b>	<b>Q4 FY'17</b>
Revenue	18,203	14,364	22,371
EBITDA	4,965	3,539	7,275
Depreciation & amortisation	(1,386)	(1,550)	(1,604)
Finance Cost	(1,592)	(1,393)	(1,503)
Other Income	1,055	1,271	921
Exceptional item <sup>1</sup>	-	-	(114)
Taxes	(681)	(403)	(636)
Taxes - DDT	-	(9)	(154)
Taxes on exceptional item	-	-	(34)
<b>Profit After Taxes (before exceptional and DDT)</b>	<b>2,270</b>	<b>1,367</b>	<b>4,528</b>
Profit After Taxes (before exceptional)	2,270	1,358	4,374
Profit After Taxes	2,270	1,358	4,226
<b>Attributable profit (before exceptional and DDT)<sup>2</sup></b>	<b>1,525</b>	<b>763</b>	<b>2,970</b>
Attributable profit (before exceptional) <sup>2</sup>	<b>1,525</b>	<b>754</b>	<b>2,816</b>
Attributable PAT	1,525	754	2,647
Minorities % (before exceptional)	33%	44%	36%

Note 1. Exceptional Items in FY2017 of (Rs. 114) Crore is primarily relating to write off on exploratory assets

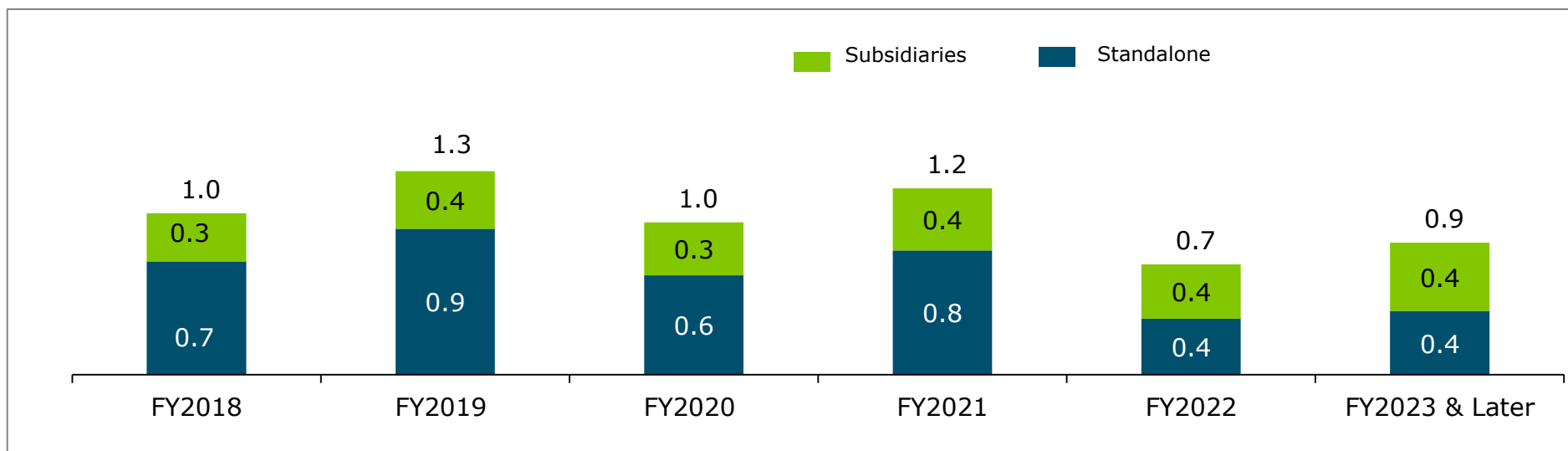
2. In view of clarification issued by Ind-AS Transition Facilitation Group, the Group has revised the accounting for dividend distribution tax (DDT) on profits of subsidiaries. Hence the previous periods have been restated to give effect of the same

# Net Debt for Q1 FY2018

(In Rs. crore)



## Maturity Profile of Term Debt (\$6.1bn) (as of 30<sup>th</sup> June 2017)



Term debt of \$6.1bn (\$3.9bn at Standalone and \$2.2bn at Subsidiaries)

Maturity profile shows term debt (excludes working capital of \$0.3bn, short term debt of \$2.4bn and short term borrowing at HZL of \$1.1bn)

- **Gross debt reduction and maturity extension**

- Gross debt reduced by Rs. 6,288<sup>1</sup> crore; further reduction by c. Rs. 2,500 crore post 30 June
- Benefitting from competitively priced capital market instruments
- Reduction in bank term loan interest by 80-100bps

- **Strong liquidity:** Cash and liquid investments of \$7.5bn and undrawn committed lines of \$1.1bn

Note 1. Excludes change in Zinc India temporary borrowing from Rs 7,908 crore (Q4 FY 2017) to Rs 6,959 crore and Preference shares of Rs 3,010 crore issued pursuant to Cairn merger



## Disciplined Capital Allocation; focus on FCF

- Continued focus on generating cash flows from ramp up of assets
- Optimization of opex
- Further improvement in credit rating to AA+

## Deleveraging; Strong Liquidity Focus

- Continued reduction in gross debt
- Debt being refinanced at longer maturities and lower interest cost
- Strong Liquidity Focus

## Cost Savings

- Delivering on savings program
- Cost in 1<sup>st</sup>/2<sup>nd</sup> quartile of cost curve across all businesses

## Long Term Shareholder Value

- Dividend policy announced

## Business Review

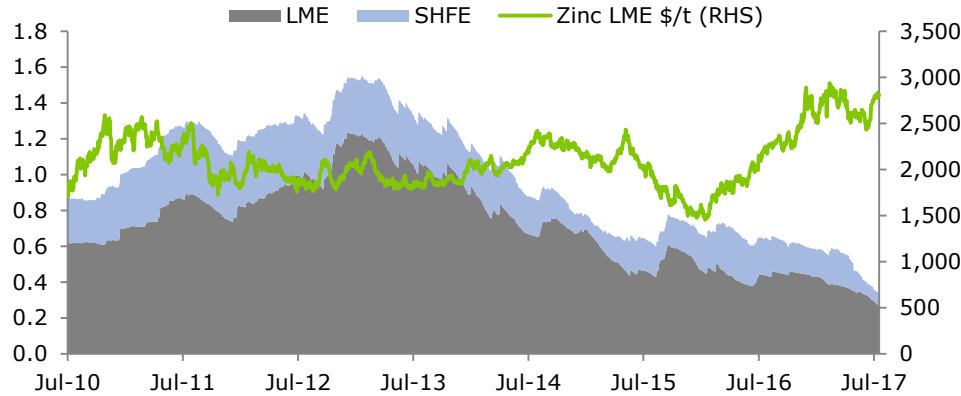
**Tom Albanese**, Chief Executive Officer

**Sudhir Mathur**, Acting CEO - Cairn Oil & Gas

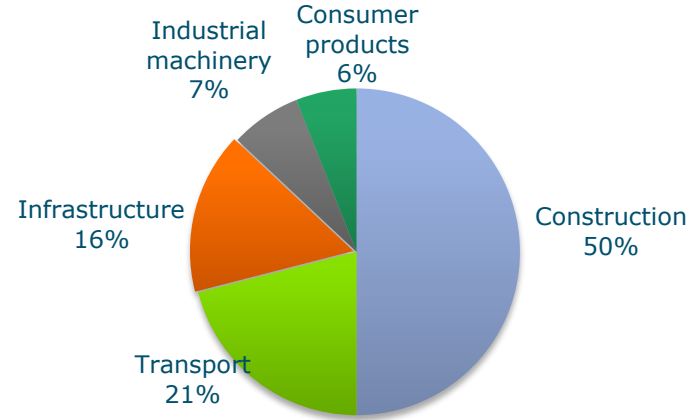


Operational Excellence

## Refined Zinc inventory (mt) at 7 year lows, supporting zinc prices



## Global Zinc demand (by industry)

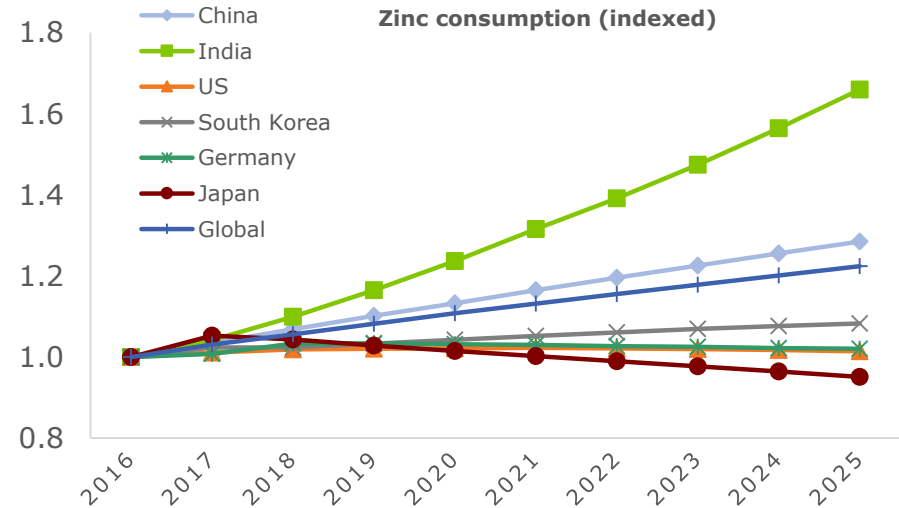


## Low TCs reflect tightness in concentrate market



Sources: Bloomberg, Wood Mackenzie

## India's zinc consumption expected to grow rapidly over next decade



## Q1 FY2018 Results

- MIC at 233kt; refined zinc-lead production at 228kt
- Refined silver production at 115 tonnes
- CoP at \$973/t; higher q-o-q mainly due to lower production as per mine plan, input commodity costs and lower acid realization

## Projects – key highlights

- Capacity expansion to 1.2mtpa by FY2020 on track
- RAM U/G mine ramp-up progressing well; equipping of main shaft completed and production to start in Q3 FY2019
- SK mine main shaft headgear erection completed; production to start in Q2 FY2019
  - Awarded order for 1.5mtpa new mill, targeted commissioning in Q2 FY19; to take capacity to 5.8mtpa
- Zawar mill expansion upgraded to 2.7mtpa; expected completion in Q2 FY2018
- Silver refinery EC received for 625tpa from 500tpa
- The fumer project progressing as per schedule; expected to be completed by mid FY 2019

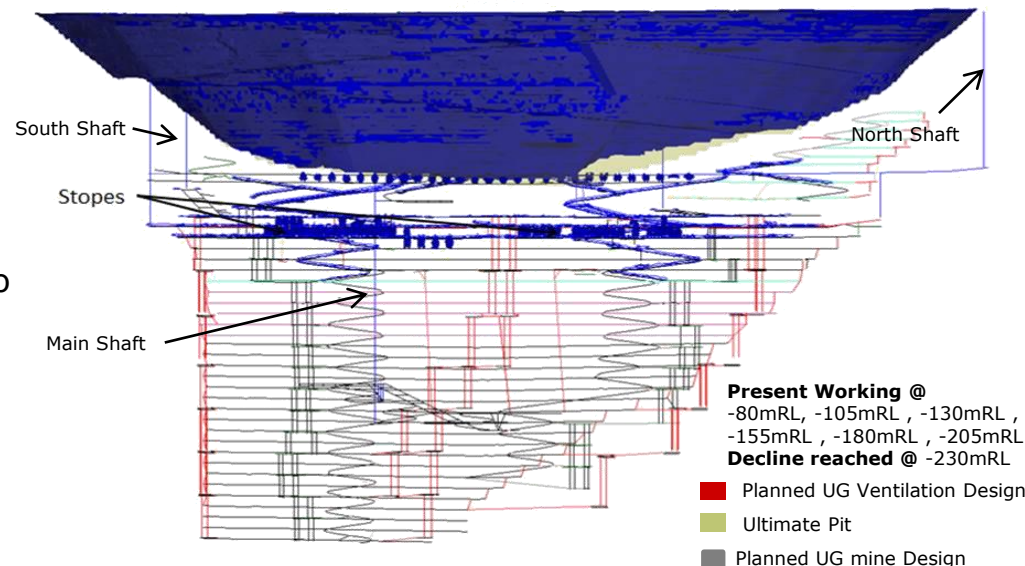
## Outlook

- FY2018 integrated Zn-Pb production c.950kt; silver 500t+
- CoP expected to be slightly higher than last year due to input commodity prices



Sindesar Khurd mine

Current Pit



Rampura Agucha Mine – Longitude Vertical Section



## Q1 FY2018 Results

- Production at 32kt: Skorpion at 14kt, BMM at 18kt
- CoP at \$1690/t, higher q-o-q, driven by lower production at Skorpion due to planned shutdown at the acid plant in June
- Higher sales volume at BMM helped deliver 132% higher EBITDA q-o-q

## Projects

- Skorpion pit 112 extension
  - Work commenced in April 2017
  - Outsourced mining; ore extraction from H2 FY2018
  - Potential to increase life of mine by 3 years
- Continued focus on exploration program across all the locations (>\$10mn)

## FY2018 Outlook

- Production of c.160kt; CoP at c. \$1500/t

### Significant progress at 250kt Gamsberg project

- On target for first production by mid CY2018 and on budget for a capex target of \$400mn
- Critical milestone of completion of the North Access Ramp achieved; north pit pre-stripping fully ramped up
- Major contractors mobilised; site activities including civil, power lines and water lines in full swing
- Outsourced mining contract progress - Waste pre-stripping as per plan, 22.5mt of waste moved to date
- First phase expected to have a mine life of 13 years

#### Mining progress



Ball Mill Foundation



Electric Substation

## Q1 FY 2018 Results

- Gross average production at 187,203 boepd
  - Rajasthan production at 159,351 boepd
  - Offshore production at 27,852 boepd
- RJ Mangala EOR production stable at 56 kboepd in Q1
- Commenced production from two more satellite fields viz Kaam West-2 and Guda
- Operating cost
  - RJ waterflood operating cost at \$ 4.3/boe, reduced by 5.5% q-o-q
  - RJ blended cost including EOR at \$6.2/boe, reduced by 1.2% q-o-q

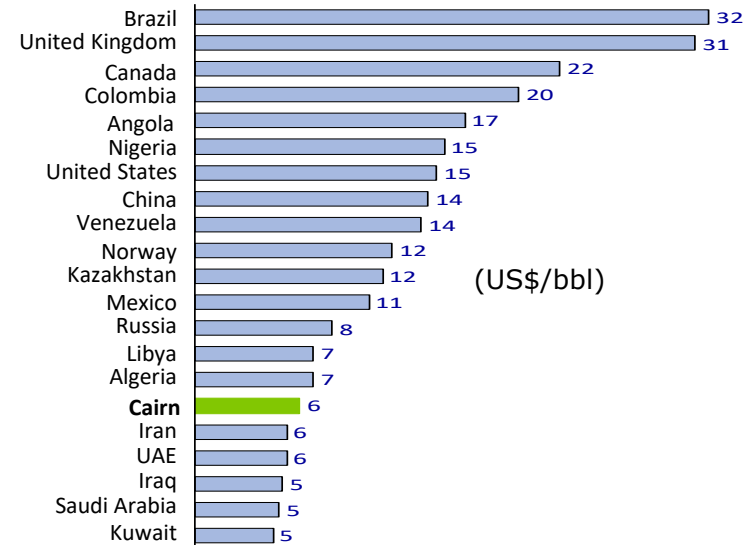
## FY 2018 Outlook

- Rajasthan production expected at 165 kboepd with further potential upside from growth projects
- Net capex estimated at \$250mn
  - 90% for development including EOR, Tight oil and Tight gas projects
  - 10% for Exploration and Appraisal



Rajasthan: Mangala Processing Terminal

### Cairn has one of the lowest operating costs globally



Source: For peer company Opex - Rystad Energy, Nov 2015



## Key Projects

### RDG Gas project

- Phase-1: 40-45 mmscfd by Q2 FY2018
- Phase-2: Gas production of 100mmscfd and condensate production of 5kboed by H1 CY2019;
  - Drilling rig contract awarded, tendering for new gas processing terminal is underway

### Key Oil projects

- Mangala Infill: 15 well drilling campaign commencing from end July 2017, first Oil expected from Q2 FY2018
- Liquid handling: Upgrading infrastructure to support incremental oil volumes in phased manner
- Bhagyam EOR: Polymer injection in select wells for incremental volumes
- Aishwariya EOR: Successfully completed the injectivity test. FDP under discussion with JV Partner
- Aishwariya Barmer Hill: Production from appraisal wells commenced from July 2017, Phase-2 project execution to begin in FY2018

### Exploration

- Studies contract awarded for Shallow Oil Prospects and Deep Gas Prospects with the objective of enhancing the prospect resource base in the Barmer Basin at Rajasthan



**Rajasthan: Raageshwari Gas Terminal**

## Summary of key projects

Key Projects	EUR <sup>1</sup> (mmboe)	Capex (US\$m)
RDG	86	440
Mangala Infill	4	40
Liquid Handling	12	120
Bhagyam EOR	25	100
Aishwariya EOR	15	60
Aishwariya Barmer Hill	32	195

*Note 1. Estimated Ultimate Recovery*

## Q1 FY2018 Results

- Aluminium production of 352kt and Alumina 303kt
  - Aluminum CoP at \$1,727/t, higher q-o-q due to higher input and power costs and INR appreciation
  - Alumina CoP at \$312/t vs. \$408/t for imported alumina

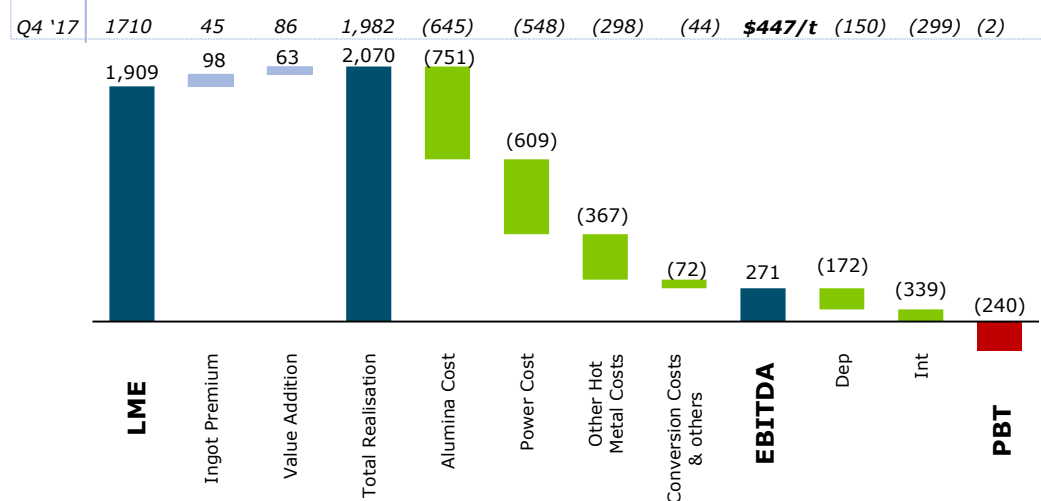
## Operations

- 500kt Jharsuguda-I smelter: outage in April 2017 impacted 228 of the 608 pots; 35 pots re-started, full ramp-up by Q3 FY2018
- Ramp-up at 1.25mt Jharsuguda-II smelter:
  - 1<sup>st</sup> line: 187 pots operational, full ramp up by Q3 FY2018
  - 2<sup>nd</sup> line: Fully ramped up and capitalized in Q4 FY2017
  - 3<sup>rd</sup> line: 152 pots operational, full ramp up by Q3 FY2018
  - 4<sup>th</sup> line: Under evaluation
- 325kt BALCO-II: Fully operational and capitalised in Q1

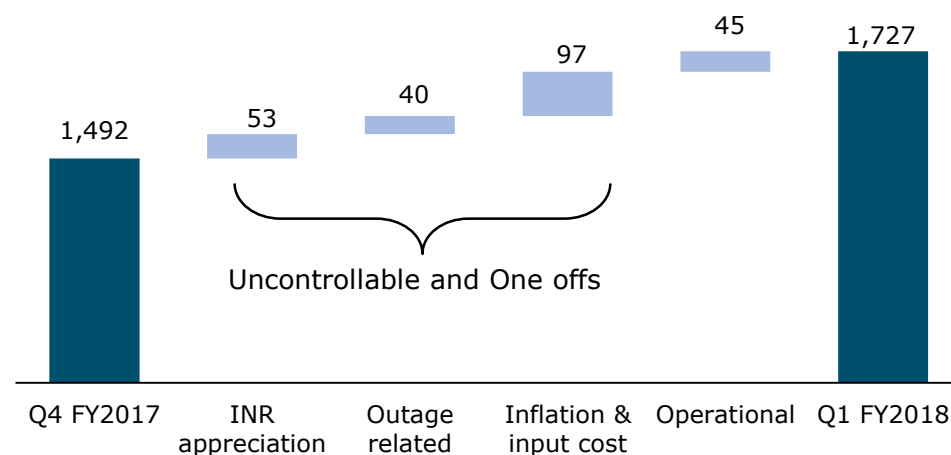
## FY 2018 Outlook

- Aluminium production 1.5 to 1.6mt (excl. trial run); Alumina production 1.5 to 1.6mt
- CoP estimated at \$1575-1600/t for H2 FY2018; Q2 CoP estimated at c. \$1700/t
- Bauxite production from BALCO mines estimated at 1.8-2mt
- Working with Odisha State Government on allocation of bauxite

## Aluminium Costs and Margins (in \$/t, for Q1 FY2018)



## Movements in Aluminium COP (in \$/t)



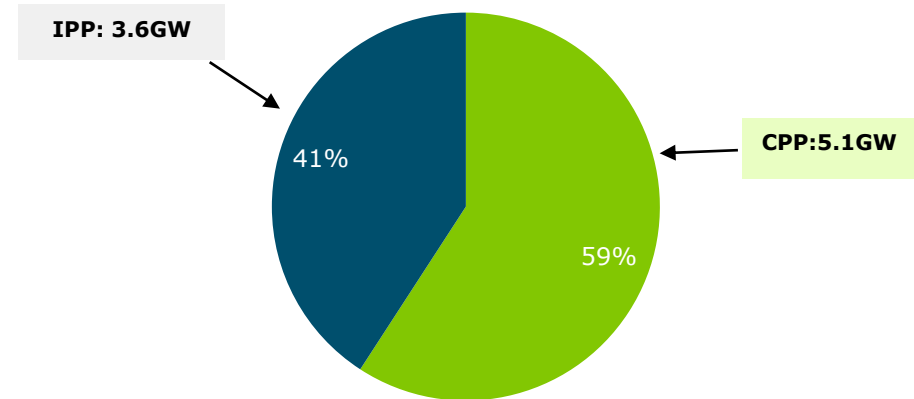
## Q1 FY 2018 Results

- TSPL
  - Plant was out of production for c. 2months, due to fire at coal conveyor in April 2017
  - All 3 units restarted in end Jun 2017, currently running at availability of 90%.
  - Targeting availability of 70%+ for FY2018
- Other IPP's
  - BALCO 600MW: Stable PLF of 68%
  - Jharsuguda 600MW: PLF of 47%
  - MALCO 100MW: Under care and maintenance from 26th May 2017

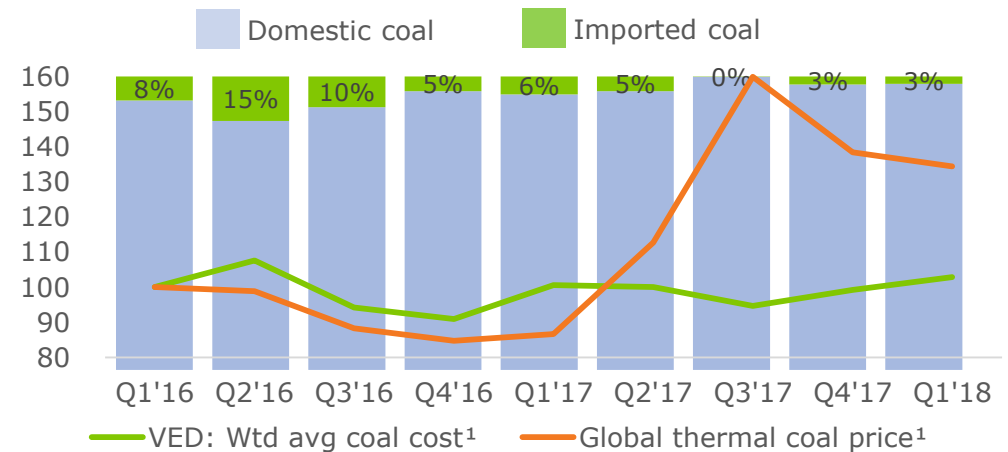
## Coal outlook

- Higher production by Coal India has resulted in reduced reliance on imports
  - Temporary disruptions in domestic coal supply during Q1 led to increase in power cost
- Coal linkage of 2mtpa secured in July, in addition to 6mtpa linkage secured in Q2 FY2017
  - Domestic linkages to contribute to long-term coal security at competitive prices

## Power Generation Capacity – c. 9GW



## Increased availability of domestic coal meant lower reliance on imported coal



Note: Above data is for CPP's and IPP's at Jharsuguda and BALCO  
 1. Indexed to 100, Mix is at normalized GCV

## Q1 FY 2018 Results

### Iron Ore

- Sales of 2.32mt and production of 3.24mt
- Lower sales at Goa due to low pricing & widening of discounts from benchmark grade
  - Beneficiation & blending in process to improve realisations and margins
- Karnataka achieved c.50% of allocated annual mining cap in Q1
  - Lower sales on muted e-auctions
  - Beneficiation of ore resulted in stronger prices: c.\$24/t
- FY2018 production allocation: 5.5mtpa at Goa & 2.3mtpa at Karnataka
  - Engaged with respective state governments for additional allocation

### Copper India

- Production at 90kt; advanced the maintenance shutdown to balance concentrate market disruptions
  - Global concentrate supply has recovered/ normalised
- Tc/Rc's lower at 20.8 c/lb; c.80% of concentrate requirements is sourced through long-term agreements
- Net cost of conversion higher y-o-y due to lower volumes, higher input prices and lower acid credits
- FY2018 production estimated at 400kt
- 400ktpa smelter expansion being evaluated



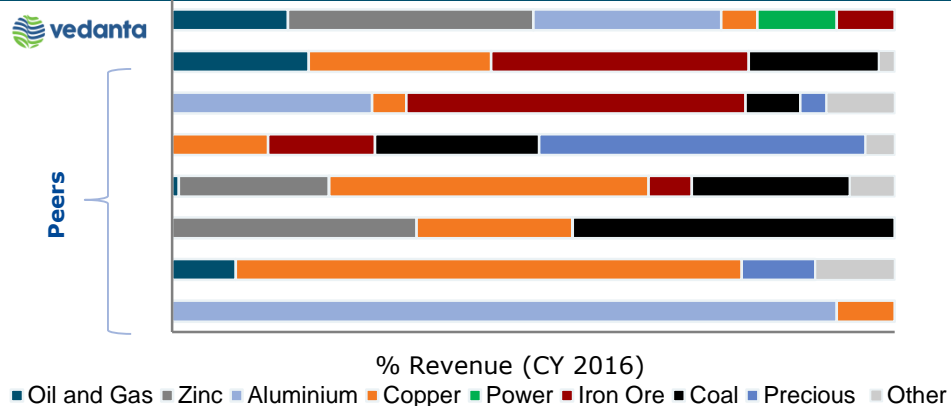
**Iron Ore Mine in Goa**



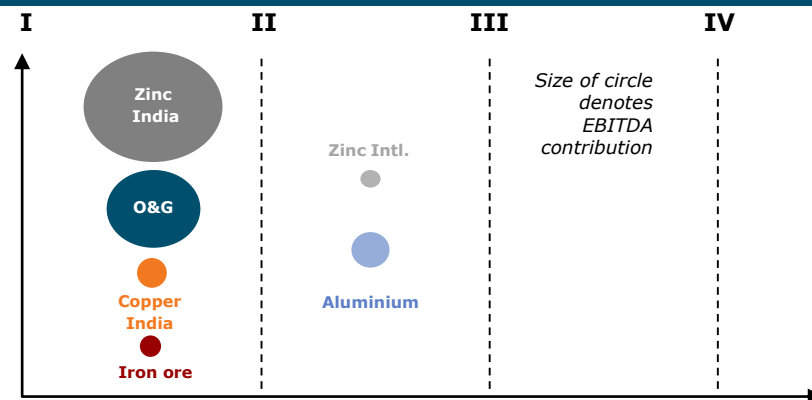
**Tuticorin Copper Smelter**

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

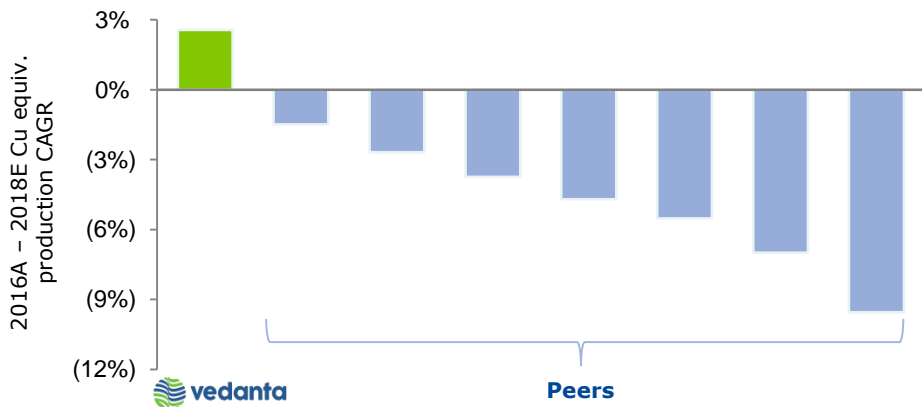
## Commodity diversification<sup>1</sup>



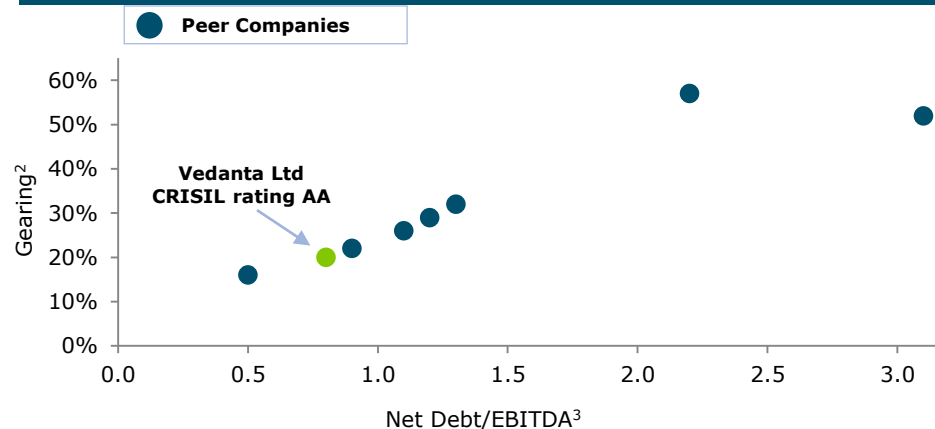
## Attractive cost position



## Sector leading growth



## Strong balance sheet



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

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

Notes: 1. All companies have been calendarised to a Dec YE; Glencore revenue split accounts only for their 'Industrial activities'; Revenues from copper smelting for Vedanta Ltd and Hindalco are based on benchmark Tc/Rc

2. Gearing is calculated as Net debt divided by the sum of Net debt and Equity (based on reported numbers)

3. EBITDA as per CY 2017 consensus estimates



## Q & A





Segment	FY18e	Comments
<b>Zinc India</b>	Zinc-Lead Integrated: 950kt Silver volume: +500 tonnes CoP (\$/t): slightly higher than FY2017	
<b>Zinc International</b>	Zinc-Lead volume: c.160kt CoP: c.\$1,500/t	Gamsberg expected CoP: \$1000-1,150/t
<b>Oil &amp; Gas</b>	RJ Gross Volume: 165kboepd Ravva Gross volume: 16kboepd Cambay Gross volume: 10kboepd	
<b>Aluminium</b>	Alumina: 1.5-1.6mt Aluminium: 1.5-1.6mt (excl. trial-run) Aluminium COP: For Q2 - c. \$1,700/t; For H2 - \$1,575-1,600/t	Earlier guidance on aluminium CoP for FY2018 was \$1,475-1,500/t, with Q1 likely to be higher
<b>Power</b>	TSPL plant availability: 70%+	Earlier guidance: 75%+
<b>Iron Ore</b>	5.5mtpa at Goa and 2.3mtpa at Karnataka	Engaged with respective State Governments for additional allocation
<b>Copper - India</b>	Production: 400kt	

# Entity Wise Cash and Debt

(in Rs. crore)

Company	30 June 2017			31 March 2017			30 June 2016		
	Debt	Cash & LI	Net Debt	Debt	Cash & LI	Net Debt	Debt	Cash & LI	Net Debt
Vedanta Limited Standalone	42,711	16,698	26,013	43,233	2,316	40,917	35,729	1,216	34,513
Cairn India <sup>1</sup>	NA	NA	NA	-	27,646	(27,646)	-	23,565	(23,565)
Cairn India Holdings Limited <sup>2</sup>	4,155	6,759	(2,604)	NA	NA	NA	NA	NA	NA
Zinc India	6,959	23,967	(17,009)	7,908	32,166	(24,258)	3,911	26,839	(22,928)
Zinc International	-	614	(614)	-	907	(907)	-	600	(600)
BALCO	4,765	102	4,663	4,925	63	4,862	4,897	12	4,885
Talwandi Sabo	8,029	70	7,960	8,012	191	7,821	7,419	23	7,396
Twin Star Mauritius Holdings Limited and Others <sup>3</sup>	723	108	615	7,491	182	7,310	14,563	44	14,519
<b>Vedanta Limited Consolidated</b>	<b>67,342</b>	<b>48,318</b>	<b>19,024</b>	<b>71,569</b>	<b>63,471</b>	<b>8,099</b>	<b>66,519</b>	<b>52,299</b>	<b>14,220</b>

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

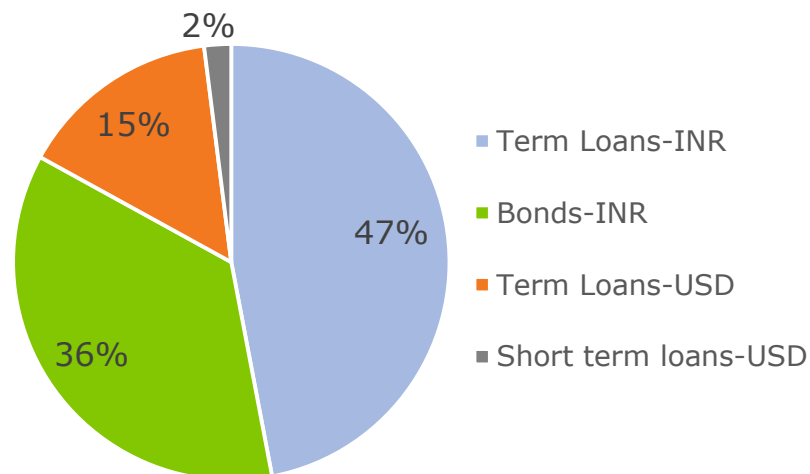
1. Merged with Vedanta Limited with effect from April 2017.

2. Cairn India Holdings Limited is a subsidiary of Vedanta Limited which holds 50% of the share in the RJ Block

3. 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 \$6.1bn (as of 30<sup>th</sup> June 2017)



- Term debt of \$ 3.9bn at Standalone and \$2.2bn at Subsidiaries, total consolidated \$6.1bn

## Debt Breakdown (as of 30 June 2017)

Debt breakdown as of 30 Jun 2017	(in \$bn)
Term debt	6.1
Working capital	0.3
Short term borrowing	2.4
Short term borrowing at HZL	1.1
Preference shares issued pursuant to merger	0.5
<b>Total consolidated debt</b>	<b>10.4</b>
<b>Cash and Liquid Investments</b>	<b>7.5</b>
<b>Net Debt</b>	<b>2.9</b>
<b>Debt breakup (\$10.4bn)</b>	
- INR Debt	90%
- USD Debt	10%

Note: USD-INR: Rs. 64.7379 at 30 June 2017

OIL AND GAS (boepd)	Q1			Q4	Full Year
	FY 2018	FY 2017	% change YoY	FY2017	FY 2017
<b>Average Daily Total Gross Operated Production (boepd)*</b>	196,656	206,455	-5%	194,343	199,574
<b>Average Daily Gross Operated Production (boepd)</b>	187,203	196,861	-5%	184,585	189,926
Rajasthan	159,351	166,943	-5%	157,338	161,571
Ravva	18,361	19,637	-6%	17,769	18,602
Cambay	9,491	10,281	-8%	9,477	9,753
<b>Average Daily Working Interest Production (boepd)</b>	119,473	125,391	-5%	117,926	121,186
Rajasthan	111,546	116,860	-5%	110,137	113,100
Ravva	4,131	4,418	-6%	3,998	4,185
Cambay	3,796	4,113	-8%	3,791	3,901
<b>Total Oil and Gas (million boe)</b>					
Oil & Gas- Gross	17.04	17.91	-5%	16.61	69.32
Oil & Gas-Working Interest	10.87	11.41	-5%	10.61	44.23
<b>Financials (In Rs. crore, except as stated)</b>					
Revenue	2,275	1,885	21%	2,131	8,204
EBITDA	1,385	794	74%	1,121	4,013
Average Oil Price Realization (\$ / bbl)	44.9	37.9	18%	47.7	43.3
Brent Price (\$/bbl)	49.6	45.6	9%	53.7	48.6

\* Including internal gas consumption

# Segment Summary – Oil & Gas (contd.)

OIL AND GAS (boepd)	Q1			Q4	Full Year
	FY 2018	FY 2017	% change YoY	FY2017	FY 2017
<b>Average Daily Production</b>					
Gross operated	187,203	196,861	-5%	184,585	189,926
Oil	179,892	190,305	-5%	180,914	184,734
Gas	44	39	12%	22	31
Working Interest	119,473	125,391	-5%	117,926	121,186
<b>Rajasthan (Block RJ-ON-90/1)</b>					
Gross operated	159,351	166,943	-5%	157,338	161,571
Oil	155,952	164,547	-5%	156,737	159,939
Gas (Mmscfd)	20	14	42%	4	10
Gross DA 1	142,148	150,699	-6%	141,886	146,423
Gross DA 2	16,988	16,244	5%	15,452	15,148
Gross DA 3	215	-		-	-
Working Interest	111,546	116,860	-5%	110,137	113,100
<b>Ravva (Block PKGM-1)</b>					
Gross operated	18,361	19,637	-6%	17,769	18,602
Oil	16,053	17,014	-6%	16,122	16,566
Gas (Mmscfd)	14	16	-12%	10	12
Working Interest	4,131	4,418	-7%	3,998	4,185
<b>Cambay (Block CB/OS-2)</b>					
Gross operated	9,491	10,281	-8%	9,477	9,753
Oil	7,887	8,744	-10%	8,055	8,228
Gas (Mmscfd)	10	9	4%	9	9
Working Interest	3,796	4,113	-8%	3,791	3,901
<b>Average Price Realization</b>					
Cairn Total (US\$/boe)	44.7	38.0	18%	47.7	43.3
Oil (US\$/bbl)	44.9	37.9	18%	47.7	43.3
Gas (US\$/mscf)	6.7	7.1	-6%	6.0	6.9

Production (in '000 tonnes, or as stated)	Q1			Q4	Full Year
	FY 2018	FY 2017	% change YoY	FY2017	FY 2017
Mined metal content	233	127	84%	312	907
<b>Refined Zinc – Total</b>	194	102	90%	215	672
Refined Zinc – Integrated	194	101	92%	215	670
Refined Zinc – Custom	-	1	-	-	2
<b>Refined Lead - Total <sup>1</sup></b>	35	25	42%	45	139
Refined Lead – Integrated	35	25	42%	45	139
Refined Lead – Custom	-	-	-	-	-
<b>Refined Saleable Silver - Total (in tonnes) <sup>2</sup></b>	115	89	30%	139	453
Refined Saleable Silver - Integrated (in tonnes)	115	89	30%	139	453
Refined Saleable Silver - Custom (in tonnes)	-	-	-	-	-
<b>Financials (In Rs. crore, except as stated)</b>					
Revenue	4,477	2,442	83%	6,174	16,940
EBITDA	2,369	1,077	120%	3,745	9,528
Zinc CoP without Royalty (Rs. /MT) <sup>3</sup>	62,700	61,400	2%	53,200	55,700
Zinc CoP without Royalty (\$/MT) <sup>3</sup>	973	918	6%	794	830
Zinc CoP with Royalty (\$/MT) <sup>3</sup>	1,317	1,168	13%	1,152	1,154
Zinc LME Price (\$/MT)	2,596	1,918	35%	2,780	2,368
Lead LME Price (\$/MT)	2,161	1,719	26%	2,278	2,005
Silver LBMA Price (\$/oz)	17.2	16.8	2%	17.4	17.8

1. Excludes captive consumption of 1,956 tonnes in Q1 FY 2018 vs 1,084 tonnes in Q1 FY 2017 & 1,633 tonnes in Q4 FY 2017.

2. Excludes captive consumption of 10.2MT in Q1 FY 2018 and 5.5 MT in Q1 FY 2017 & 8.7 MT in Q4 FY 2017.

3. The COP numbers are after adjusting for deferred mining expenses under Ind-AS. Without this adjustment, Zinc CoP per MT would have been Rs. 63,100 (\$980) as compared with Rs. 76,500 (\$1142) in Q1 FY 2017 and Rs. 48,500 (\$723) in Q4 FY 2017 and Rs 55,900 (\$ 833) in FY 2017



Production (in'000 tonnes, or as stated)	Q1			Q4	Full Year
	FY 2018	FY 2017	% change YoY	FY2017	FY 2017
Refined Zinc – Skorpion	14	24	(42)%	21	85
Mined metal content- BMM	18	19	(4)%	20	70
Mined metal content- Lisheen	-	-	-	-	-
Total	32	43	(25)%	41	156
<b>Financials (In Rs. Crore, except as stated)</b>					
Revenue	801	453	77%	504	2,230
EBITDA	321	251	28%	138	928
CoP – (\$/MT)	1,690	1,226	38%	1,439	1,417
Zinc LME Price (\$/MT)	2,596	1,918	35%	2,780	2,368
Lead LME Price (\$/MT)	2,161	1,719	26%	2,278	2,005

Production (in '000 tonnes, or as stated)	Q1			Q4	Full Year
	FY 2018	FY 2017	% change YoY	FY2017	FY 2017
Copper - Mined metal content	-	-		-	-
Copper - Cathodes	90	100	(10)%	103	402
Tuticorin power sales (million units)	30	60	(51)%	64	200
<b>Financials (In Rs. crore, except as stated)</b>					
Revenue	5,048	4,654	8%	6,498	21,018
EBITDA	213	441	(52)%	434	1,693
Net CoP – cathode (US¢/lb)	8.4	5.9	42%	4.8	5.0
Tc/Rc (US¢/lb)	20.8	22.9	(9)%	23.8	22.4
Copper LME Price (\$/MT)	5,662	4,729	20%	5,831	5,152

Particulars <i>(in million dry metric tonnes, or as stated)</i>	Q1			Q4	Full Year
	FY 2018	FY 2017	% change YoY	FY2017	FY 2017
<b>Sales</b>	2.3	2.6	-12%	3.0	10.2
Goa	1.9	2.1	-11%	2.3	7.4
Karnataka	0.4	0.5	-15%	0.7	2.7
<b>Production of Saleable Ore</b>	3.2	3.2	1%	3.7	10.9
Goa	2.2	2.4	-10%	3.7	8.8
Karnataka	1.1	0.8	36%	-	2.1
<b>Production ('000 tonnes)</b>					
Pig Iron	163	181	-10%	182	708
<b>Financials <i>(In Rs. crore, except as stated)</i></b>					
Revenue	687	970	-29%	1,264	4,129
EBITDA	40	363	-89%	387	1,322

# Segment Summary – Aluminium

Particulars (in '000 tonnes, or as stated)	Q1			Q4	Full Year
	FY 2018	FY 2017	% change YoY	FY2017	FY 2017
<b>Alumina – Lanjigarh</b>	303	275	10%	313	1,208
<b>Total Aluminium Production</b>	352	244	44%	353	1,213
Jharsuguda-I	92	129	-29%	132	525
Jharsuguda-II <sup>1</sup>	120	28	328%	100	261
245kt Korba-I	63	63	0%	64	256
325kt Korba-II <sup>2</sup>	77	24	221%	57	171
BALCO 270 MW (MU)	-	-	-	-	-
Jharsuguda 1800 MW (MU)	-	355	-	-	511
<b>Financials (In Rs. crore, except as stated)</b>					
Revenue	4,236	2,758	54%	4,317	13,686
EBITDA – BALCO	175	64	173%	356	698
EBITDA – Vedanta Aluminium	353	205	72%	634	1,608
<b>EBITDA Aluminum Segment</b>	<b>528</b>	<b>269</b>	<b>96%</b>	<b>990</b>	<b>2,306</b>
Alumina CoP – Lanjigarh (\$/MT)	312	292	7%	290	282
Alumina CoP – Lanjigarh (Rs. /MT)	20,100	19,600	3%	19,400	18,900
Aluminium CoP – (\$/MT)	1,727	1,476	16%	1,492	1,463
Aluminium CoP – (Rs. /MT)	111,300	98,800	12%	99,900	98,200
Aluminum CoP – Jharsuguda (\$/MT)	1,692	1,459	15%	1,493	1,440
Aluminium CoP – Jharsuguda(Rs. /MT)	109,100	97,700	12%	100,000	96,600
Aluminum CoP – BALCO (\$/MT)	1,780	1,504	17%	1,489	1,506
Aluminium CoP – BALCO (Rs. /MT)	114,700	100,700	13%	99,800	101,100
Aluminum LME Price (\$/MT)	1,909	1,572	21%	1,851	1,688

1. Including trial run production of 19 kt in Q1 FY2018 and 13kt in Q1 FY2017

2. Including trial run production of 15 kt in Q1 FY2018 and 6 kt in Q1 FY2017.

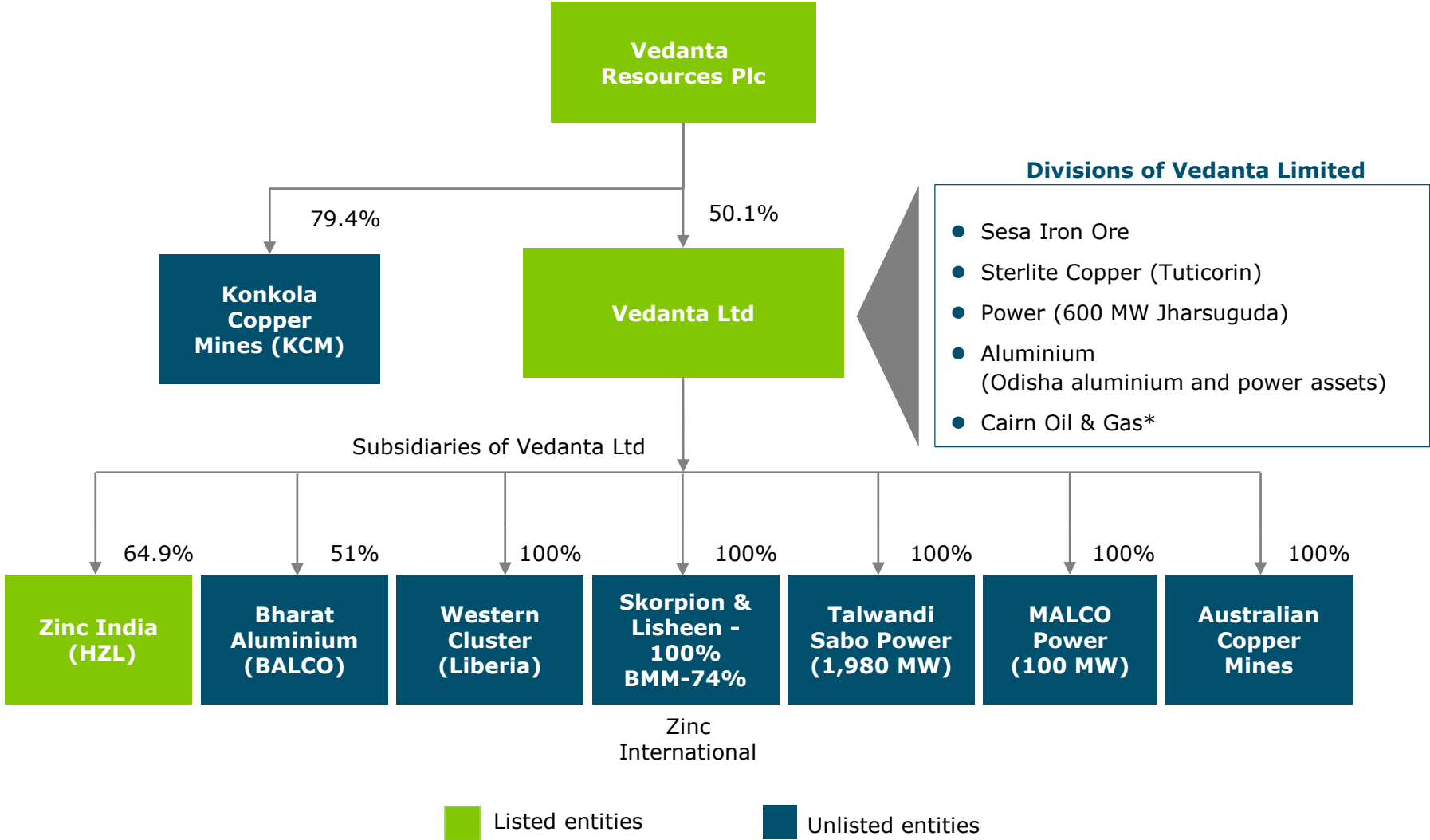
Particulars (in million units)	Q1			Q4	Full Year
	FY 2018	FY 2017	% change YoY	FY2017	FY 2017
Total Power Sales	1,838	3,010	-39%	3,462	12,916
Jharsuguda 600 MW	564	892	-37%	952	3,328
BALCO 600 MW	551	607	-9%	793	2,609
MALCO	4	90	-96%	46	190
HZL Wind Power	156	148	5%	75	448
TSPL	563	1,272	-56%	1,596	6,339
<b>Financials (in Rs. crore except as stated)</b>					
Revenue	733	1,182	-38%	1,509	5,608
EBITDA	110	338	-67%	466	1,642
Average Cost of Generation(Rs. /unit) ex. TSPL	1.87	1.99	-6%	1.98	2.02
Average Realization (Rs. /unit) ex. TSPL	2.71	2.77	-2%	2.71	2.81
TSPL PAF (%)	20%	72%		85%	79%
TSPL Average Realization (Rs. /unit)	4.68	4.52	(4%)	4.70	4.68
TSPL Cost of Generation (Rs. /unit)	4.79	3.57	(34%)	3.85	3.75

Sales volume	Q1 FY2018	Q1FY2017	Q4 FY 2017	FY 2017
<b>Zinc-India Sales</b>				
Refined Zinc (kt)	190	120	217	696
Refined Lead (kt)	34	23	47	138
Zinc Concentrate (DMT)	-	-	27	27
Lead Concentrate (DMT)	-	-	-	-
Total Zinc (Refined+Conc) kt	190	120	243	723
Total Lead (Refined+Conc) kt	34	23	47	138
Total Zinc-Lead (kt)	224	143	290	861
Silver (moz)	3.6	2.8	4.4	14.4
<b>Zinc-International Sales</b>				
Zinc Refined (kt)	12	18	22	86
Zinc Concentrate (MIC)	15	6	3	21
Total Zinc (Refined+Conc)	27	24	24	107
Lead Concentrate (MIC)	18	10	3	33
Total Zinc-Lead (kt)	45	34	28	140
<b>Aluminium Sales</b>				
Sales - Wire rods (kt)	86	86	90	323
Sales - Rolled products (kt)	6	-	8	18
Sales - Busbar and Billets (kt)	52	27	41	145
Total Value added products (kt)	144	113	138	486
Sales - Ingots (kt)	195	119	233	723
Total Aluminium sales (kt)	338	232	371	1,209

Sales volume	Q1 FY 2018	Q1FY 2017	Q4FY 2017	FY 2017
Iron-Ore Sales				
Goa (mn DMT)	1.9	2.1	2.3	7.4
Karnataka (mn DMT) <sup>1</sup>	0.4	0.5	0.7	2.7
Total (mn DMT)	2.3	2.6	3.0	10.2
Pig Iron (kt)	134	169	202	714
Copper-India Sales				
Copper Cathodes (kt)	38	43	53	192
Copper Rods (kt)	51	55	51	207
Sulphuric Acid (kt)	108	168	113	499
Phosphoric Acid (kt)	46	43	53	199

Sales volume Power Sales (mu)	Q1 FY2018	Q1FY2017	Q4FY 2017	FY 2017
Jharsuguda 600 MW	564	892	952	3,328
TSPL	563	1,272	1,596	6,339
BALCO 270 MW	-	-	-	-
BALCO 600 MW	551	607	793	2,609
MALCO	4	90	46	190
HZL Wind power	156	148	75	448
Total sales	<b>1,838</b>	<b>3,010</b>	<b>3,462</b>	<b>12,916</b>
<b>Power Realisations (INR/kWh)</b>				
Jharsuguda 600 MW	2.39	2.29	2.45	2.41
TSPL <sup>2</sup>	4.68	4.52	4.70	4.68
BALCO 270 MW	-	-	-	-
Balco 600 MW	2.67	2.86	2.82	2.93
MALCO	3.07	4.83	4.27	5.39
HZL Wind power	4.00	4.04	3.84	3.96
Average Realisations <sup>1</sup>	2.71	2.77	2.71	2.81
<b>Power Costs (INR/kWh)</b>				
Jharsuguda 600 MW	1.97	1.86	1.97	1.97
TSPL <sup>2</sup>	4.79	3.57	3.85	3.75
BALCO 270 MW	-	-	-	-
Balco 600 MW	2.13	2.29	1.92	2.14
MALCO	18.57	3.70	4.56	4.40
HZL Wind power	0.20	0.51	1.05	0.69
Average costs <sup>1</sup>	1.87	1.99	1.98	2.02

1. Average excludes TSPL
2. Based on Availability



Note: Shareholding as on June 30, 2017  
 \*50% of the share in the RJ Block is held by a subsidiary of Vedanta Ltd



**Results conference call is scheduled at 6:00 PM (IST) on Tuesday, 25 July 2017. The dial-in numbers for the call are given below:**

Event		Telephone Number
Earnings conference call on July 25, 2017	<b>India – 6:00 PM (IST)</b>	Mumbai main access +91 22 3938 1017 Toll Free number 1 800 120 1221 1 800 200 1221
	<b>Singapore – 8:30 PM (Singapore Time)</b>	Toll free number 800 101 2045
	<b>Hong Kong – 8:30 PM (Hong Kong Time)</b>	Toll free number 800 964 448
	<b>UK – 1:30 PM (UK Time)</b>	Toll free number 0 808 101 1573
	<b>US – 8:30 AM (Eastern Time)</b>	Toll free number 1 866 746 2133
For online registration	<a href="http://services.choruscall.in/diamondpass/registration?confirmationNumber=5267915">http://services.choruscall.in/diamondpass/registration?confirmationNumber=5267915</a>	
Replay of Conference Call (25 July 2017 to 31 July 2017)		Mumbai +91 22 3065 2322 Passcode: 63835#