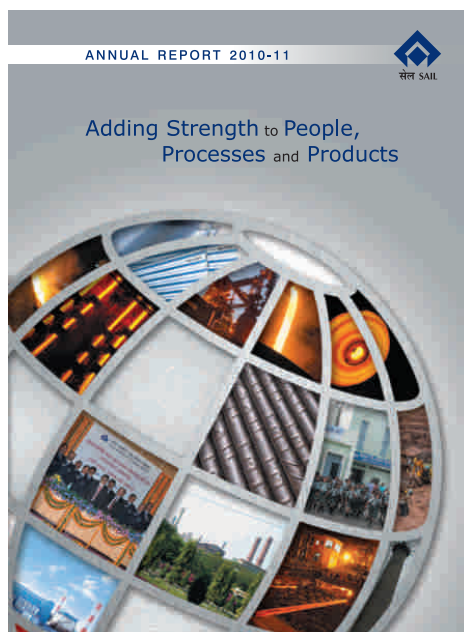


Adding Strength to People, Processes and Products





SAIL, a Maharatna company, is India's largest steel producer, holding 20 per cent market share of domestic crude steel production.

In 2010-11, the company achieved a turnover of more than ₹ 47,000 crore. SAIL produces both basic and value-added steels for various user segments. The company is currently implementing a mega Modernisation & Expansion (M&E) plan to enhance its hot metal production capacity in a phased manner.

The M&E plan will not only help strengthen the company's market position but also contribute to economic growth of the country. Under the ongoing phase-I of the M&E plan, SAIL's hot metal production capacity will get expanded from the present 13.8 million tonnes (MT) to 23.46 MT by 2012-13. We at SAIL are endeavouring to contribute towards shaping the future of India by adding Strength to People, Processes and Products.

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Adding Strength to People, Processes and Products



Hon'ble Union Minister of Steel, Shri Beni Prasad Verma addressing the 5th India Steel Summit in New Delhi on 26th July, 2011 organised by ASSOCHAM.

SAIL, a Maharatna company, is India's largest steel producer, holding 20 per cent market share of domestic crude steel production. In 2010-11, the company achieved a turnover of more than ₹ 47,000 crore. SAIL produces both basic and value-added steels for various user segments. The company is currently implementing a mega Modernisation & Expansion (M&E) plan to enhance its hot metal production capacity in a phased manner. The M&E plan will not only help strengthen the company's market position but also contribute

to economic growth of the country. Under the ongoing phase-I of the M&E plan, SAIL's hot metal production capacity will get expanded from the present 13.8 million tonnes (MT) to 23.46 MT by 2012-13. The growth plan, besides targeting higher production, also addresses the need for eliminating technological obsolescence, achieving energy savings, enriching product-mix, reducing pollution, developing mines and collieries, introducing customer-centric processes and developing matching infrastructure facilities.

SAIL recognises the potential of human resources in providing a competitive edge and considers its human resources as its most valuable asset. SAIL has been continuously investing in this asset through systematic and well-planned programmes to make it current with latest technologies and processes. The company's 1.1-lakh-strong manpower is the backbone of every activity at SAIL. Our innovative manpower will help in ensuring

Maharatna SAIL to emerge as a leader in Indian Steel Industry.

SAIL has been producing world-class quality products. The demand for value-added products has been continuously growing and SAIL has been changing its product-mix accordingly. Its value-added products like wire rods, CR coils, pipes, electrical steels, railway materials, etc., as well as branded items such as SAIL-TMT and SAIL-JYOTI have made a mark for themselves in the market.

Steel is fundamental for the growth of our nation. Over the past few years, consumption has been primarily driven by the continuous increase in infrastructure related investment, leading to higher demand for steel. However, presently country's per capita consumption is around 52 kg per capita compared to 427 kg for China and a global average of approx. 203 kg. This reflects a huge potential for increasing steel consumption in India in various segments



A dedicated SAILMAN at work.

like Defence, Railways, Transportation, Construction, Automobiles, Agriculture, Heavy Engineering, Power & Energy, etc., essential for development of the nation. SAIL's M&E plan will be a step forward in attaining this goal.

We at SAIL are endeavouring to contribute towards shaping the future of India by adding Strength to People, Processes and Products.



Blast Furnace Complex at SAIL's IISCO Steel Plant, Burnpur.

VISION

To be a respected world-class corporation and the leader in Indian steel business in quality, productivity, profitability and customer satisfaction.

CREDO

We build lasting relationships with customers based on trust and mutual benefit.

We uphold highest ethical standards in conduct of our business.

We create and nurture a culture that supports flexibility, learning and is proactive to change.

We chart a challenging career for employees with opportunities for advancement and rewards.

We value the opportunity and responsibility to make a meaningful difference in people's lives.

Highlights 2010-11

- Turnover of ₹ 47,041 crore compared to ₹ 43,935 crore last year, showing 7% year on year growth.
- Produced 12.89 MT of saleable steel, growth of 2% over previous year, with capacity utilisation at 116%.
- Maintaining its thrust on production of value-added & special steels, achieved best-ever annual production of 4.8 MT, growth of 3% over last year.
- Significant growth recorded in production of items such as electrode quality wire rods (37%), high tensile plates (29%), TMT-HCR wire rods & rounds (34%), LPG HR coils/sheets (12%), SAILCOR HR/CR products (69%), 90-UTS rails (2%), etc.
- Total dividend payout of 24% (₹ 2.40 per share), including interim dividend of 12%.
- As on 31.3.2011, company's cash reserves in term deposits stood at over ₹ 17,000 crore and the company's total borrowings stood at ₹ 20,165 crore taking its debt-equity ratio to 0.54:1.
- Net worth as on 31.3.11 was ₹ 37,069 crore compared to ₹ 33,317 crore last year.
- Capex touched a record ₹ 11,280 crore, 6% higher than the previous year.
- All major facilities under expansion plan of Salem Steel Plant completed on schedule in September 2010 and are under stabilisation for regular production.
- Blast Furnace#2 at Bokaro Steel Plant upgraded & commissioned in July 2010.
- Upgradation of Plate Mill at Bhilai Steel Plant, installation of 700 tonne per day Oxygen Plant & simultaneous blowing of converters in SMS-II at Rourkela Steel Plant, and rebuilding of Coke Oven Battery#10 at IISCO Steel Plant, Burnpur completed.
- Labour productivity in SAIL plants increased to 241 tonnes/per man/year, the highest since inception, from the previous best of 226 tonnes/per man/year achieved last year.

Awards & Accolades in 2010-11

The performance of SAIL has been widely recognized by all its stakeholders including Government of India, financial institutions, leading rating agencies and several industry bodies who have conferred several awards & accolades in various fields during the financial year 2010-11. Some of them are:

- Employees of SAIL once again proved their mettle. Of the 33 Prime Minister's Shram Awards announced for 2010 by the Ministry of Labour, Government of India, 17 of which went to PSUs, SAIL employees bagged 11 awards. Of the total number of 76 awardees for the year, 45 belong to SAIL - a remarkable distinction for any organisation. Adding to SAIL's jubilation, all the 7 Shram Vir/ Veerangana Awards announced in the PSU category have been bagged by its employees. In 2009 also 34 SAIL employees won Prime Minister's Shram Awards out of the total 45 awardees from PSUs. With this, SAIL employees have broken their own record of bagging 24 of the 35 Shram Awards given to PSU employees for the year 2008 last year. Even earlier, in the joint award ceremony for the years 2005, 2006 and 2007, 56 out of 179 awardees who won the Prime Minister's Shram Awards were from SAIL.
- Out of a total 128 awardees who have won the prestigious Vishwakarma Rashtriya Puraskar (VRP), 74 are from SAIL. The 15 out of 28 awards won by SAIL went to our 74 employees for the performance year 2008. Bhilai Steel Plant won 7 such awards involving 36 employees, Bokaro Steel Plant won 6 awards involving 29 employees. Durgapur Steel Plant

and Salem Steel Plant both won 1 award each involving five and four employees respectively. SAIL employees have bagged 4 out of 5 awards of Class A, which is the highest number of A Class awards won by any PSU in India. It is estimated that annual savings resulting from implementation of works mentioned in the Award Winning Projects of SAIL are over ₹ 135 crores on a recurring basis.

- Maharatna SAIL has received the prestigious Golden Peacock Environment Management Award for the year 2011. The award, in recognition of SAIL's initiatives and achievements in the field of environment management, was presented by Union Minister for Home Affairs Shri P. Chidambaram on 24th June, 2011
- SAIL was awarded SCOPE Meritorious Award for Environment Excellence & Sustainable Development for FY 2010.
- SAIL bagged Randstad Award for HR Practices & Employer Branding for 2011 under 'Manufacturing Industries' category.
- SAIL received the maiden Wockhardt Shining Star CSR Award in the Iron & Steel Sector category in 2011.
- Chairman, SAIL Shri C.S. Verma received the prestigious 'Icon of the Year' award of the Institute of Cost and Works Accountants of India (ICWAI).
- SAIL was conferred award for financial and operational strength by Indian Institute of Industrial Engineering (IIIE) for the year 2009-10.



SAIL Chairman Shri C.S. Verma at a function organised to felicitate the recipients of Prime Minister's Shram Awards at SAIL Corporate Office, New Delhi on 20th September 2010.



SAIL Chairman Shri C.S. Verma (1st from right) receiving the All India House Journal Award from H.E. Vice President of India, Mohd. Hamid Ansari at Vigyan Bhawan, New Delhi on 14th September, 2010.

- The Rajbhasha Journal of SAIL - Ispat Bhasha Bharati has been awarded with the first prize under the All India House Journal Award Scheme for the year 2008-09 by the Ministry of Home Affairs, Government of India.
- Golden Peacock Award for Corporate Social Responsibility won by Bhilai Steel Plant (BSP) for the third year in a row in 2009.
- Golden Peacock Award for Eco-innovation and Greentech Safety Gold Award won by BSP.
- Greentech Safety Gold Award 2010 was bagged by BSP.
- BSP the HR Excellence Award by the Greentech Foundation in September, 2010.
- National Safety Award for 2008 to BSP announced by the Ministry of Labour & Employment, Government of India.
- Greentech HR Excellence Award for the year 2009 bagged by Durgapur Steel Plant (DSP).
- DSP won the 2nd Prize in the ABCI Awards, 2008.
- Quality Summit New York Gold Trophy 2007 (International Award for Excellence & Business Prestige) and Award of Excellence Maintenance for Sumitomo Heavy Industry & TSUBKIMOTO-KOGIO, Japan won by ASP.
- Bokaro Steel Plant (BSL) won the AIMA Management Simulation Games at National level and in their maiden representation of SAIL at Asian Level and bagged the runner's up title.
- For the third year in a row BSL won the Greentech Environment Gold Award.
- BSL bagged Silver Sheild in IIIE for performance Excellence.
- The steel township of Rourkela Steel Plant (RSP) has been ranked 14th in sanitation and cleanliness for the year 2009-10 by Union Urban Development Ministry.
- RSP bagged the prestigious Srishti Good Green Governance (G-Cube) Award 2009.
- RSP won the National Cost Excellence Award from ICWAI.
- For the 7th consecutive year RSP bagged the Greentech Environment Excellence Gold Award.
- RSP won the Rajbhasha Vishistata Samman for contribution in implementing and promoting the Official Language from Bharatiya Rajbhasha Vikas Sansthan, Dehradun.
- CEO, RSP felicitated with 'Eminent Engineer Award' by Institution of Engineers (India), Jharkhand State Centre.
- In the International Convention on Quality Circles (ICQCC-2010) held at Hyderabad in October'10, two Quality Circles of RSP got Gold awards, while two others bagged the Silver awards.
- Salem Steel Plant (SSP) has won the prestigious National Sustainability Award for the 6th time in succession and 13th time since inception of the award from Indian Institute of Metals (IIM).
- SSP received the prestigious Greentech Gold Award 2010 in Metal and Mining Sector for the year 2008-09.
- SSP has won the prestigious Greentech Silver Award in Training Category of Greentech HR Excellence Awards 2010.

Board of Directors

Chairman

Shri C.S. Verma

Functional Directors

Finance

Shri Soiles Bhattacharya

Personnel

Shri B.B. Singh

Commercial

Shri S. Mukherjee

Government Directors

Shri S. Machendra Nathan,
Additional Secretary & Financial Adviser
Ministry of Steel, Government of India

Shri Upendra Prasad Singh
Joint Secretary
Ministry of Steel, Government of India

Independent Directors

Prof. Deepak Nayyar

Shri A.K. Goswami

Dr. Jagdish Khattar

Prof. Subrata Chaudhuri

Shri P.K. Sengupta

Shri P.C. Jha

Chief Executive Officers (Permanent Invitees)

Rourkela Steel Plant

Shri S.N. Singh

Durgapur Steel Plant

Shri P.K. Bajaj

Bokaro Steel Plant

Shri S.S. Mohanty

IISCO Steel Plant

Shri N.K. Jha

Bhilai Steel Plant

Shri Pankaj Gautam

Executive Director (F&A) & Secretary

Shri Devinder Kumar

Bankers

- ☐ Allahabad Bank
- ☐ Andhra Bank
- ☐ Bank of Baroda
- ☐ Bank of India
- ☐ Bank of Maharashtra
- ☐ Bank of Tokyo-Mitsubishi UJF Ltd.
- ☐ Baraclays Bank PLC
- ☐ BNP Paribas
- ☐ Canara Bank
- ☐ Central Bank of India
- ☐ Corporation Bank
- ☐ Dena Bank
- ☐ Deutsche Bank
- ☐ IDBI Bank
- ☐ Indian Bank
- ☐ Indian Overseas Bank
- ☐ Oriental Bank of Commerce
- ☐ Punjab & Sind Bank
- ☐ Punjab National Bank
- ☐ State Bank of Bikaner & Jaipur
- ☐ State Bank of Hyderabad
- ☐ State Bank of India
- ☐ State Bank of Mysore
- ☐ State Bank of Patiala
- ☐ State Bank of Travancore
- ☐ Syndicate Bank
- ☐ UCO Bank
- ☐ Union Bank of India
- ☐ United Bank of India
- ☐ Vijaya Bank
- ☐ Jammu & Kashmir Bank Ltd.
- ☐ HDFC Bank Ltd.
- ☐ ICICI Bank Ltd.
- ☐ AXIS Bank Ltd.
- ☐ Karnataka Bank Ltd.
- ☐ ING Vysya Bank Ltd.
- ☐ Indusind Bank Ltd.
- ☐ The Karur Vysya Bank Ltd.
- ☐ Kotak Mahindra Bank Ltd.
- ☐ Federal Bank Ltd.
- ☐ South Indian Bank
- ☐ Yes Bank Limited

Statutory Auditors

M/s. T.R. Chadha & Co.

Chartered Accountants

M/s. Tej Raj & Pal

Chartered Accountants

M/s. S.K. Mittal & Co.

Chartered Accountants

Registered Office

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Phone: 24367481; Fax: 24367015

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