

# Golden Year of India's Industrial Growth



# ANNUAL REPORT

2021-22







## SAIL Celebrates Azadi ka Amrit Mahotsav





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**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.

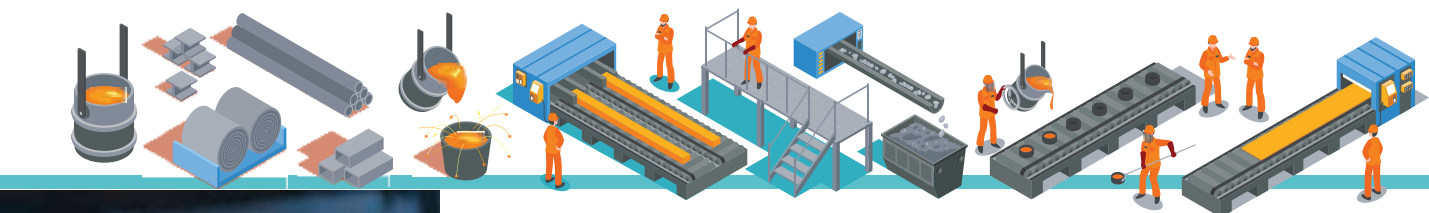




# CONTENTS







LETTER TO SHAREHOLDERS .....	8
HIGHLIGHTS .....	12
BOARD OF DIRECTORS .....	20
AUDITORS & BANKERS .....	22
TEN YEARS AT A GLANCE, VALUE ADDED/APPLIED & SHARE HOLDING PATTERN .....	23
BOARD'S REPORT .....	29
MANAGEMENT DISCUSSION AND ANALYSIS REPORT .....	53
STANDALONE FINANCIAL STATEMENTS .....	66
INDEPENDENT AUDITORS' REPORT .....	131
COMMENTS OF C&AG ON STANDALONE FINANCIAL STATEMENTS .....	151
SECRETARIAL AUDIT REPORT .....	154
CORPORATE GOVERNANCE REPORT 2021-22 .....	157
CERTIFICATE ON CORPORATE GOVERNANCE .....	170
BUSINESS RESPONSIBILITY & SUSTAINABILITY REPORT (BRSR) FY 2021-22 .....	171
CONSOLIDATED FINANCIAL STATEMENTS .....	195
INDEPENDENT AUDITORS' REPORT .....	268
COMMENTS OF C&AG ON CONSOLIDATED FINANCIAL STATEMENTS .....	281
STATEMENT CONTAINING SALIENT FEATURES OF THE FINANCIAL STATEMENT OF SUBSIDIARIES (FORM AOC-1) .....	284
PARTICULARS OF LOANS, GUARANTEES OR INVESTMENTS UNDER SECTION 186 .....	286
PARTICULARS OF ENERGY CONSERVATION, TECHNOLOGY ABSORPTION AND FOREIGN EXCHANGE EARNINGS & OUTGO .....	287
ANNUAL REPORT ON CORPORATE SOCIAL RESPONSIBILITY ACTIVITIES .....	292
PRINCIPAL EXECUTIVES .....	295
NOTICE .....	296



## Letter to Shareholders...



### Dear Shareholders,

The year 2022 marks the completion of 75 glorious years of independence for our Country. It is an extraordinary milestone in the journey of modern India which assumes further significance in the light of India's preparedness to gravitate forward into India 2.0. The 'Azadi Ka Amrit Mahotsav' celebrations commemorating the milestone of India@75 have set the tone for everyone to mobilize and focus on Atmanirbhar Bharat. A self-reliant India will not only provide greater opportunities of progress to the citizens but it will also offer a platform for sustainable development and inclusive growth for the society at large.

At this point, it is my honor to once again apprise you of the achievements of your Company for the Financial Year 2021-22. The year gone by has been a year of extreme volatilities. Countries around the world including India had to weather fresh waves of new variants of COVID19. As the markets started to claw back their ways, the economy was faced with fresh challenges towards the end of the fiscal in the form, geo-political conflict between Russia and Ukraine. While having catastrophic effect on global economy, these events impacted the domestic steel industry in terms of raw material security, demand and supply imbalance, logistics & supply-chain disruptions, inflationary pressures, etc.

While all these developments were taking place, India was going ahead steadily with its massive vaccination drive against COVID19.

As we breach the incredible 200 crore mark within a short span of one and half years, the efforts put in by the frontline corona warriors need special applause.

Also, the Government must be commended for envisioning, planning and executing this when it all seemed a distant dream to others.

However, despite all the hurdles and challenges, your Company delivered a resilient performance by capitalizing on the opportunities as and when the same arose. Your Company performed in sync with the overall performance of the domestic steel industry by leveraging the general buoyancy in the economy to the fullest.

On the production front, your Company posted its best ever production performance by producing 18.733 million tonne(MT), 17.366 MT and 16.897 MT of Hot Metal, Crude Steel and Saleable Steel respectively during FY'22 registering a growth of 7%, 7% and 12% respectively over previous best. In addition to this, your Company also achieved its yearly best performance in respect of Techno-economic parameters like Coke Rate, CDI Rate and Specific Energy Consumption owing to better capacity utilisation of bigger Blast Furnaces (BFs), optimisation of BF operations and enhanced usage of CDI.

To meet the ever-evolving requirement of the market, your Company has been continuously taking several initiatives for the development of newer products.

During FY'22, 11 new Steel Products were developed which are expected to strengthen the Country in strategic areas such as railway, infrastructure & construction, defense, etc. Some of these products have been developed from the newly commissioned production facilities, the most prominent among them being R-260 grade and 60E1 profile Rails, DMR 301 Plates, LHB Axles, Cable Armour Quality (CAQ) Wire Rods, High Carbon Wire Rod in HC82B, High Silicon Cold Rolled Coils for electrical applications, Wide Parallel Flange Beam WPB200 for Railway Sleepers, TMT Fe550D HCR and Fe600 for infra and construction sectors, high strength coated galvanized products for agriculture & solar industry, etc. Further, a large number of new initiatives were undertaken across all the Plants for process improvements, with special emphasis on productivity & quality improvement, product development & commercialization, energy conservation and automation.

The efforts made by your Company bore the fruits in the form of the highest ever sales of 16.152 MT during FY'22 which is a growth of 8% over the previous best.

Your Company has commanded a leadership role for decades in the domestic sector. With the addition of new capacities, SAIL continues its efforts to not only expand its sales volumes in the domestic sector but also increase its presence in the global markets. New markets are regularly explored to

