कोल इण्डिया लिमिटेड
महारत्न कंपनी
3 तल्ला, कोर-2, प्रेमिसेस-04-एमआर,प्लॉट-ए एफ-III,
एक्शन एरिया-1A, न्यूटाउन, रजरहट, कोलकाता-700156
फोन033-२३२४६५२६,फैक्स-033-२३२४६५१०
ईमेल:mviswanathan2.cil@coalindia.in
वेबसाइट: www.coalindia. In

Coal India Limited
A Maharatna Company
(A Govt.of India Enterprise)
Regd. Office:3rd floor, Core-2
Premises no-04-MAR, Plot no-AF-III, Action Area-1A,
Newtown, Rajarhat,Kolkata-700156
PHONE; 033-2324-6526,
FAX; 033-23246510
E-MAIL: mviswanathan2.cil@coalindia.in
WEBSITE: www.coalindia.in
CIN- L23109WB1973GOI028844

Ref.No. CIL:XI(D):4157/4156:2021:

Dated:11.02.2021

To,
Listing Department,
Bombay Stock Exchange Limited,
14th Floor, P.J. Towers, Dalal Street,
Mumbai – 400 001
Scrip Code 533278

To,
Listing Department,
National Stock Exchange of India Limited,
Exchange Plaza, Bandra Kurla Complex,
Bandra (E), Mumbai – 400 051.
Ref: ISIN – INE522F01014

Sub: - Conference call for Financial Results for 3rd quarter ended 31st Dec'2020- Presentation to Analysts

Dear Sir,

Further to our letter no CIL:XI(D):4157/4156:2021: dated 5th Feb' 21, we are enclosing Corporate Presentation of Coal India Limited dated 11th February' 21.

This is for your information and records as per Regulation 30 of SEBI (LoDR)' 2015.

Yours faithfully,

MVo
11/2/21

(M. Viswanathan/एम॰विस्वनाथन)
Company Secretary/कंपनी सचिव

Encl : As above

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Q3 & 9M FY21 Results

11th February 2021

Coal India – A successful past, a brighter future

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1975

- Nationalized coal mines under Coal Mines Authority Ltd. re-organised as Coal India Limited.
- Coal Production ~ 79 Mt

2020

- Largest pure play coal producer in the world
- 'Maharatna'
- FY20 coal production 602 Mt

FY20 coal production at 602mt, target to achieve 1bn tons by FY23/24
Manpower productivity to improve significantly
Mechanization & closure of unviable mines to lower costs
Improved ESG compliance and disclosures
Predictable capital allocation

Vision

- **To emerge as a global player in the primary energy sector committed to provide energy security to the country by attaining environmentally & socially sustainable growth through the best practices from mine to market.**

Mission

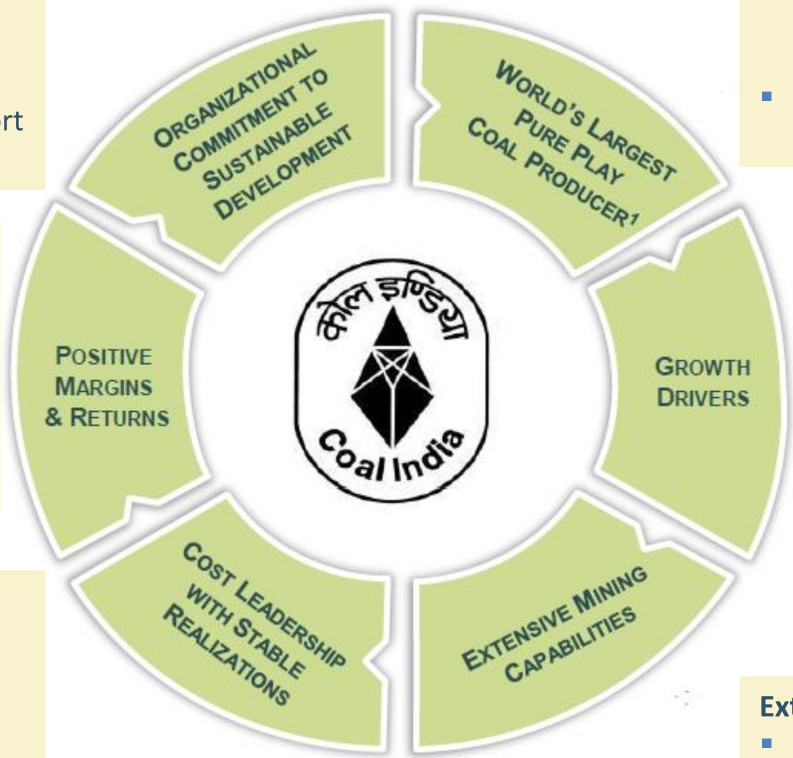
- **To produce and market the planned quantity of coal and coal products efficiently and economically in an eco-friendly manner with due regard to safety, conservation and quality.**

Key company highlights

Organizational Commitment to Sustainable Development
- High focus on social, environmental and health & safety initiatives
- Documented CSR policy
- Committed to improve on all ESG parameters – third party ESG report expected by FY21-end.

Positive Margins & Returns
- FY2019-20 EBITDA[1] margin of 28% & 9M FY21 EBITDA margin of 23%
- FY20 ROAE[1] of 57%
- Last 5 year avg Dividend Payout Ratio[1] of 86%

Cost Leadership with Stable Realizations
- Higher proportion of open cast mining operations and increasing labor productivity
- Improving productivity & efficiency through use of higher capacity equipment for higher output.



World's Largest Pure Play Coal Producer
- YTD FY21 (till January 2021) production of 453 million tons across 352 working mines, with ongoing projects for further ramp-up.
- 178 bn tons of resources and 54 bn tons of reserves

Growth Drivers
- Coal accounts for more than 55% of the total commercial energy production in India
- Favorable expected demand from key sectors such as power and steel
- YTD FY21 (till January 2021) offtake of 463 million tons.

Extensive Mining Capabilities
- Advanced technology in open cast mining
- Focus on meeting commitments to the power sector

[1] EBITDA (unaudited) has been calculated by adjusting (adding back) with profit before tax the finance cost, depreciation / amortization/ impairment and deducting Interest Income. ROAE FY 19-20 is calculated as the ratio of Profit after taxes to the average shareholders' equity for FY 19-20.Dividend payout ratio is the ratio of Dividend Declared to PAT.

Moving on to the next decade – Why coal continues to be key in India's growth story

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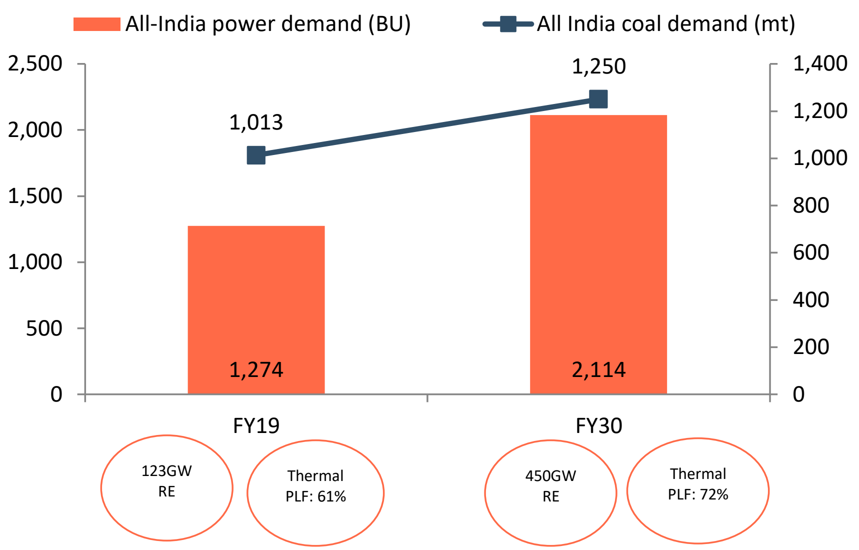
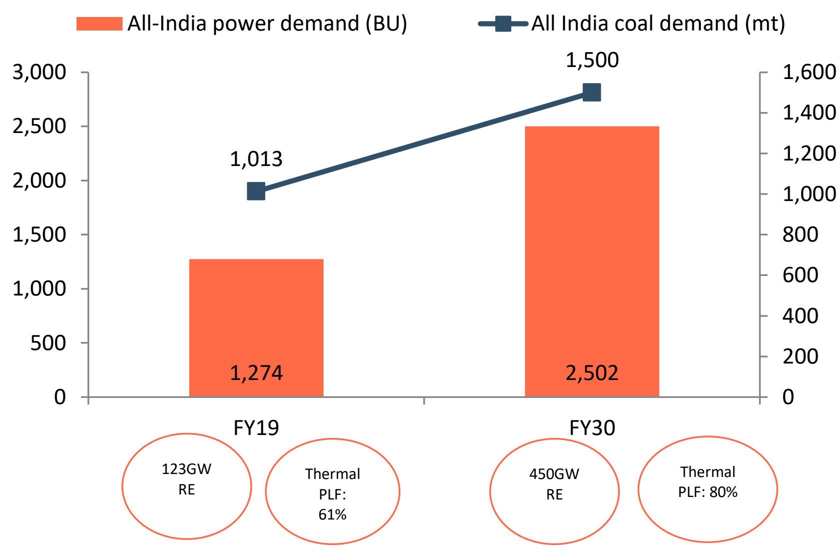
Considering two scenarios – power demand growth at 6%/8% from FY22 onwards – results in estimated all-India total coal demand reaching 1,250 mtpa /1,500 mtpa by FY30. Even after considering growth in RE capacity from 123GW in FY19 to 450GW in FY30.

@ 6% power demand growth

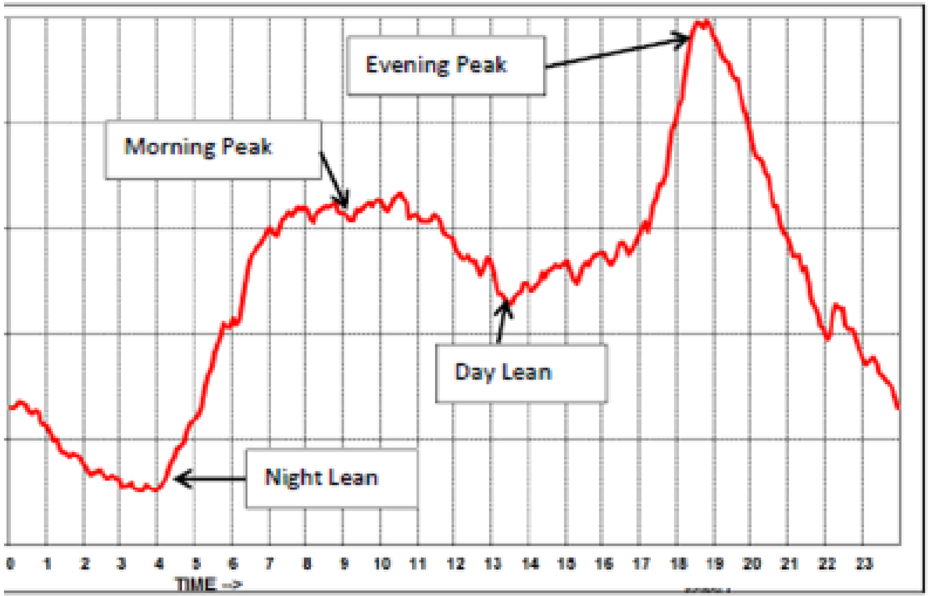


@ 8% power demand growth



RE & Coal will co-exist due to diversity in demand curve in India and reliability of coal power. Despite higher incremental share of RE, coal (cleaner) demand will continue

Moving on to the next decade – Why coal continues to be key in India's growth story



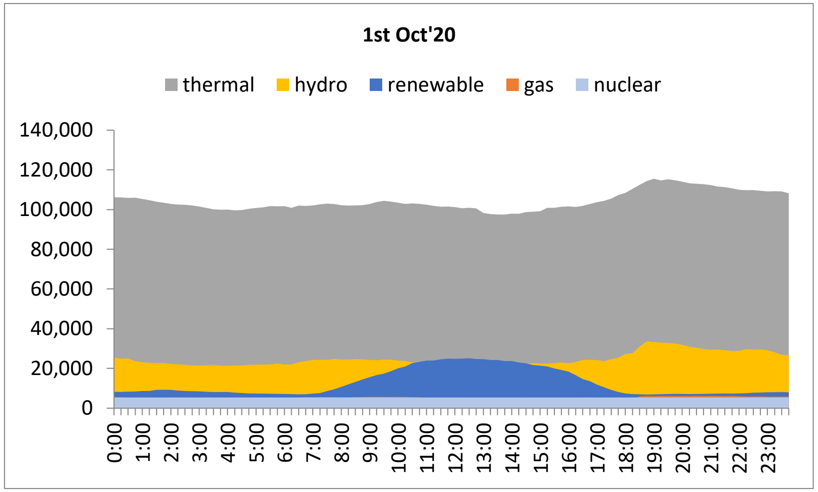
Typical All India Load Curve

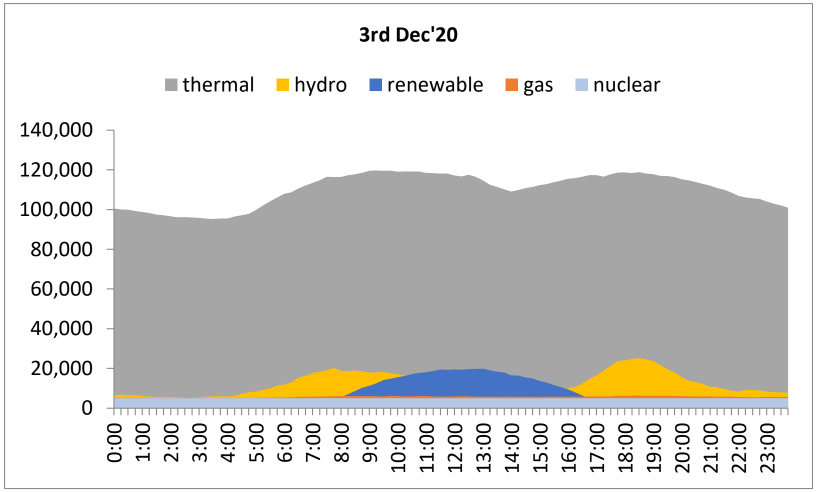
As it can be seen from a typical load curve in India, peak demand is post 5pm which supports our argument that coal based power is integral to cater to base load till affordable storage comes in a major scale.

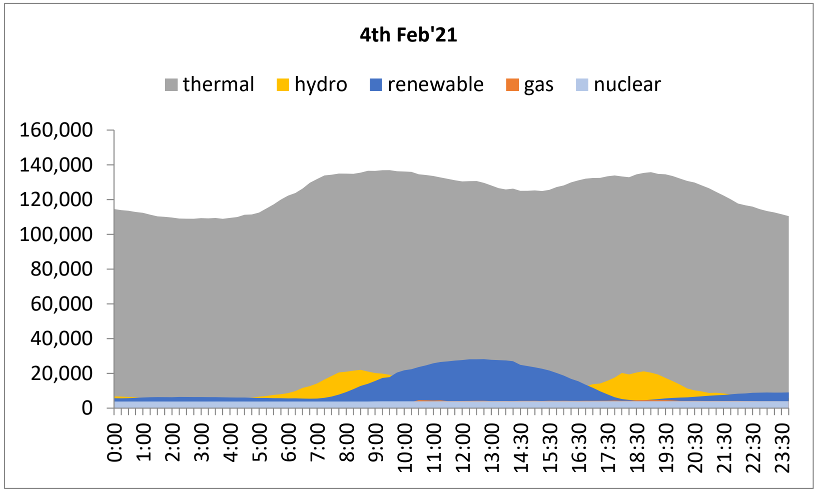
It can be seen that the effective cost of renewables is still high due to the intermittency vs variable cost of thermal power. As fixed cost is already incurred and is sunk, better comparison is to look at fuel cost.

Cost of solar as per lowest tariff (incl. BCD + trading margin) = 2.5 - 2.6/kWh **+** Interstate transmission charge (which is exempt currently for 1-2 more years)= ~1/kWh **+** Thermal plant backing down cost = 0.5-1/kWh **=** Current effective cost of solar INR 4-4.5/kWh ***vs*** Variable cost of thermal power - INR 2-3/unit.

Analysis of current load curve points towards higher thermal generation





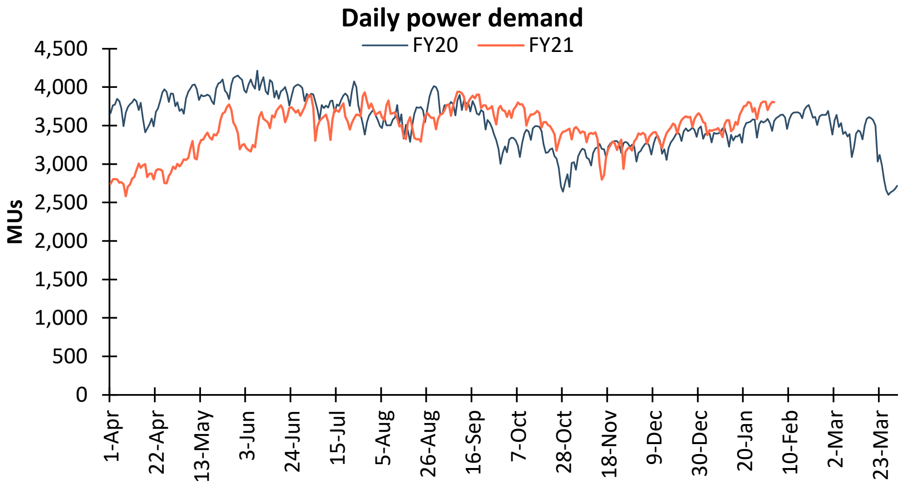


As it can be seen from the charts, while renewable generation has remained more or less consistent and hydro generation has varied as per seasonality, there has been a marked shift in thermal generation.

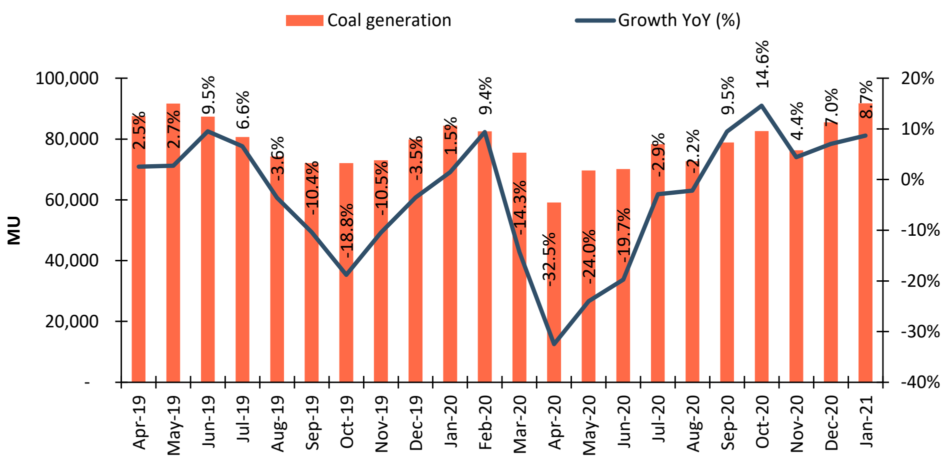
Thermal generation is now higher during the morning and evening peak demand hours (periods when renewable generation is low) and is also higher in absolute terms.

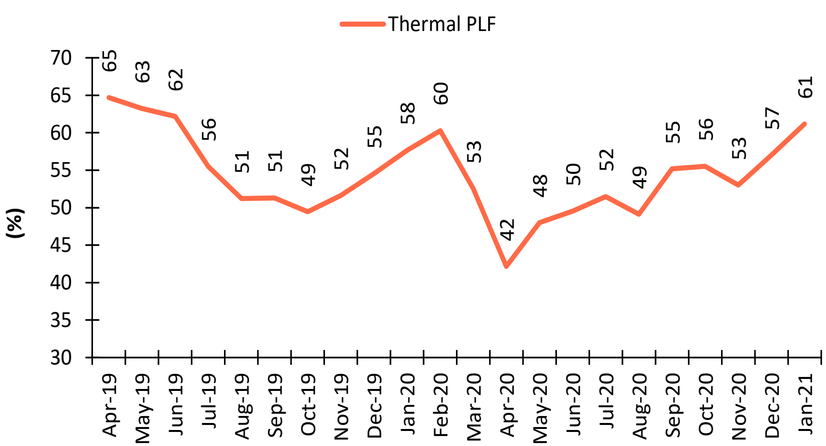
This trend is expected to continue and aid coal offtake.

Power demand continues to recover



- Daily power demand has been consistently higher than FY20 since September
- As a result, coal based generation has grew 8.6% YoY, while total generation grew 6.7% in Q3FY21.
- As per the CEA, thermal PLF reached 61% (provisional) in Jan'21.
- This has been a strong comeback from the lowly demand and coal based generation figures of Q1FY21.





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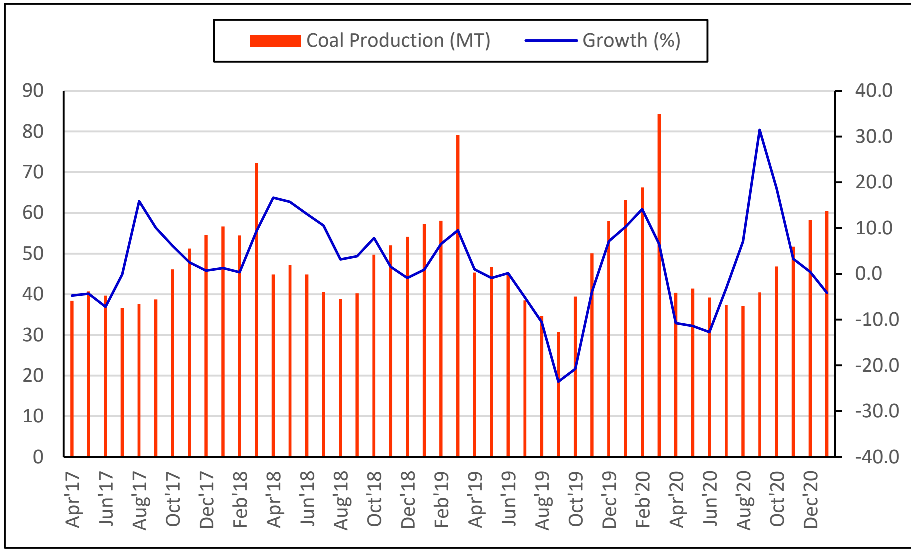
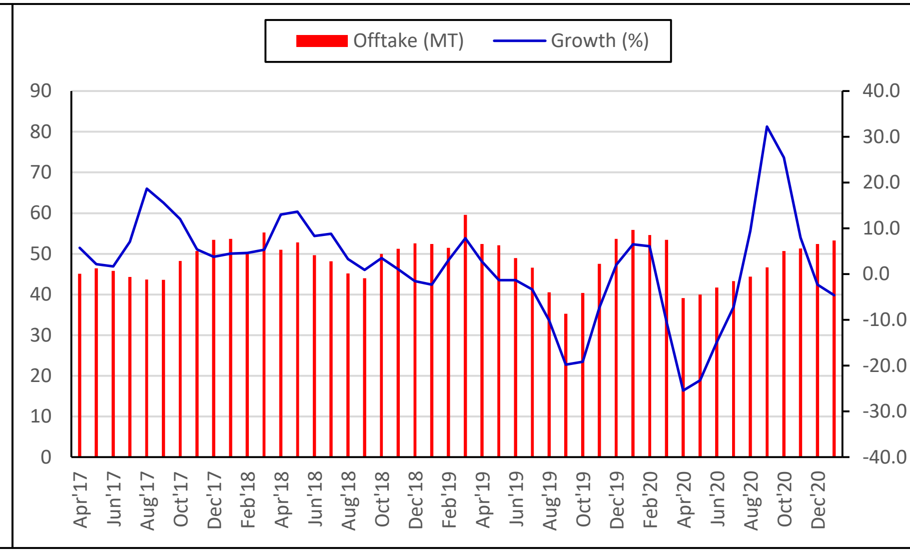
Consequently, demand for coal increases





Subsidiary	Production						Offtake					
	Q3FY21	Q3FY20	YoY %	10MFY21	10MFY20	YoY %	Q3FY21	Q3FY20	YoY %	10MFY21	10MFY20	YoY %
ECL	12.0	12.5	-3.9	34.5	38.5	-10.5	10.3	11.9	-13.3	33.3	39.4	-15.5
BCCL	7.4	7.0	6.5	19.9	21.4	-7.1	6.5	6.8	-5.3	18.6	23.4	-20.4
CCL	19.5	16.6	17.4	46.8	47.0	-0.5	18.5	16.9	9.8	51.3	55.6	-7.7
NCL	30.7	28.6	7.4	94.6	89.1	6.2	29.7	28.7	3.5	89.3	89.8	-0.5
WCL	12.1	15.6	-22.2	34.8	39.6	-12.0	14.1	13.4	5.6	38.7	42.1	-8.1
SECL	37.0	34.5	7.5	106.3	110.7	-4.0	36.8	33.6	9.3	111.9	115.3	-2.9
MCL	38.0	32.7	16.1	116.4	104.9	10.9	38.6	30.2	27.7	119.6	107.4	11.3
NEC	-	0.10	-	0.04	0.3	-	-	0.1	-	0.09	0.4	-
CIL -Total	**156.8**	**147.5**	**6.3**	**453.3**	**451.5**	**0.4**	**154.5**	**141.6**	**9.1**	**462.9**	**473.4**	**-2.2**

10M FY21 operational highlights

Strong performance on all fronts

Production
(Raw coal)

453.28 million tons
(451.52 million tons in 10M FY20)

Offtake
(Raw coal)

462.87 million tons
(473.40 million tons in 10M FY20)

Avg. Realisation

INR 1,425.01 per ton

OBR

1105.58 million CuM.
(920.53 million CuM in 10M FY20)

Manpower
(as on 01.10.2020)

262292
(272445 as on 31.03.2020)

Productivity / man / year
(FY20)

2,210 tons
(2,126 tons in FY19)

No of operating mines

352 (as on 01.04.20)

(Over 80 unviable mines closed in the past two years)

Health & Safety

No. of fatalities reduce substantially YoY

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9M FY21 financial highlights

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Solid performance even during exceptional circumstances

Revenue(Net)

INR 63,326 crores
(INR 68,512 crores in 9M FY20)

EBITDA*

INR 13,444 crores
(INR 17,057 crores in 9M FY20)

Profitability (PBT)

INR 11,603 crores
(INR 16,624 crores in 9M FY20)

EPS

INR 13.16 per share
(INR 19.60 per share in 9M FY20)

EBITDA margin (on Net Sales)

23 %
(27 % in 9M FY20)

Capex

INR 7,801 crores
(INR 2930 crores in 9M FY20)

Net worth (31.12.2020)

INR 35,218 crores
(INR 32,138 crores as on 31.03.2020)

Available Fund balance (31.12.2020)

INR 12,997 crores
(INR 23,660 crores as on 31.03.2020)

Receivables (31.12.2020)

INR 21,534 crores
(INR 14,408 crores as on 31.03.2020)

- *EBITDA (unaudited) has been calculated by adjusting (adding back) with profit before tax the finance cost, depreciation / amortization/ impairment and deducting Interest Income.*

Consolidated statement of sales- 9M FY21

	9M FY21		
Particulars	**Quantity (million tons)**	**Net sales (INR crores)**	**Avg. realisation (INR per ton)**
FSA	333.51	45,844.87	1,374.61
E-Auction	65.48	9,739.89	1,487.43
Total raw coal	**398.99**	**55,584.76**	**1,393.14**
Washed coal (coking)	0.75	534.22	7,122.93
Washed coal (non coking)	6.57	1,470.80	2,238.66
Total washed coal	**7.32**	**2,005.02**	**2,739.10**
Other by products	2.10	609.73	2,903.47
Grand total	**408.41**	**58,199.52**	**1,425.01**

Consolidated financial performance

Income statement

Particulars (in INR crore)	9M FY21	9M FY20	% change
Revenue from operations	63,325.87	68,512.11	-7.57%
Other income	2518.40	4192.22	-39.93%
Total income	**65,844.27**	**72,704.33**	**-9.44%**
Cost of materials consumed	5058.07	4872.97	3.80%
Purchases of Stock-in-Trade	154.23	7.08	2078.39%
Changes in inventories	-167.59	1452.73	-111.54%
Employee Benefits Expense	28072.63	28807.56	-2.55%
Power Expense	1923.02	1867.77	2.96%
CSR expense	273.56	157.12	74.11%
Repairs	882.43	858.34	2.81%
Contractual Expense	11187.14	9397.88	19.04%
Finance Costs	485.67	337.80	43.77%
Depreciation/amortization/ impairment expense	2620.82	2421.44	8.23%
Provisions	902.55	2.14	--
Write off	0	28.78	-100.00%
Stripping activity adjustment	-141.99	2751.58	-105.16%
Other expenses	2990.49	3116.16	-4.03%
PBT before share of JVs/associates	11,603.24	16,624.98	-30.21%
Share of JVs/associates	-0.12	-1.06	88.68%
PBT	**11,603.12**	**16,623.92**	**-30.20%**
Tax	3,489.91	4,549.34	-23.29%
Profit for the period	8,113.21	12,074.58	-32.81%
Other comprehensive income	-411.77	-804.92	48.84%
Total comprehensive income for the quarter	7,701.44	11,269.66	-31.66%

Consolidated financial performance

Balance sheet

Particulars (in INR crore)	31.12.2020	31.03.2020	% change
Assets			
Non current assets			
Property, Plant & Equipment	35014.90	32302.35	8.40%
Capital Work in Progress	10029.89	8271.09	21.26%
Exploration and evaluation assets	4553.05	4443.12	2.47%
Intangible assets	35.31	38.14	-7.42%
Intangible assets under development	62.62	57.16	9.55%
Investments	2068.63	1873.17	10.43%
Loans	261.31	638.59	-59.08%
Other financial assets	12536.71	12295.39	1.96%
Deferred Tax Assets (net)	3925.96	3618.01	8.51%
Other non current assets	4320.33	3279.37	31.74%
Total non current assets	**72,808.71**	**66,816.39**	**8.97%**
Current assets			
Inventories	6967.26	6618.94	5.26%
Investments	1905.32	99.7	1811.05%
Trade receivables	21534.11	14408.22	49.46%
Cash & cash equivalents	2095.36	2788.25	-24.85%
Other bank balances	13196.06	25658.58	-48.57%
Loans	502.01	502.65	-0.13%
Other financial assets	2390.43	2845.81	-16.00%
Current tax assets (Net)	16293.13	15481.5	5.24%
Other current assets	15701.82	15108.51	3.93%
Total current assets	**80,585.50**	**83,512.16**	**-3.50%**
Total assets	**1,53,394.21**	**1,50,328.55**	**2.04%**

Consolidated financial performance

Balance sheet

Particulars (in INR crore)	31.12.2020	31.03.2020	% change
Equities and liabilities			
Equity			
Equity share capital	6162.73	6162.73	---------
Other equity	29072.96	25994.19	11.84%
Equity attributable to equity holders	**35,235.69**	**32,156.92**	**9.57%**
Non-Controlling interests	414.20	394.08	5.11%
Total equity	**35,649.89**	**32,551.00**	**9.52%**
Liabilities			
Non-Current Liabilities			
Borrowings	2527.29	1993.38	26.78%
Other Financial Liabilities	1498.35	1390.13	7.78%
Provisions	60599.88	60226.60	0.62%
Deferred Tax Liabilities (net)	674.56	307.04	119.70%
Other Non-Current Liabilities	5746.92	5396.74	6.49%
Total Non-Current Liabilities	**71,047.00**	**69,313.89**	**2.50%**
Current liabilities			
Borrowings	3679.07	4432.61	-17.00%
Trade payables			
Total outstanding dues of MSMEs	11.92	10.39	14.73%
Other than MSMEs	7530.95	7332.44	2.71%
Other Financial Liabilities	8488.30	7519.79	12.88%
Other Current Liabilities	20674.78	22378.16	-7.61%
Provisions	6312.30	6790.27	-7.04%
Total Current Liabilities	**46,697.32**	**48,463.66**	**-3.64%**
Total Equity and Liabilities	**1,53,394.21**	**1,50,328.55**	**2.04%**

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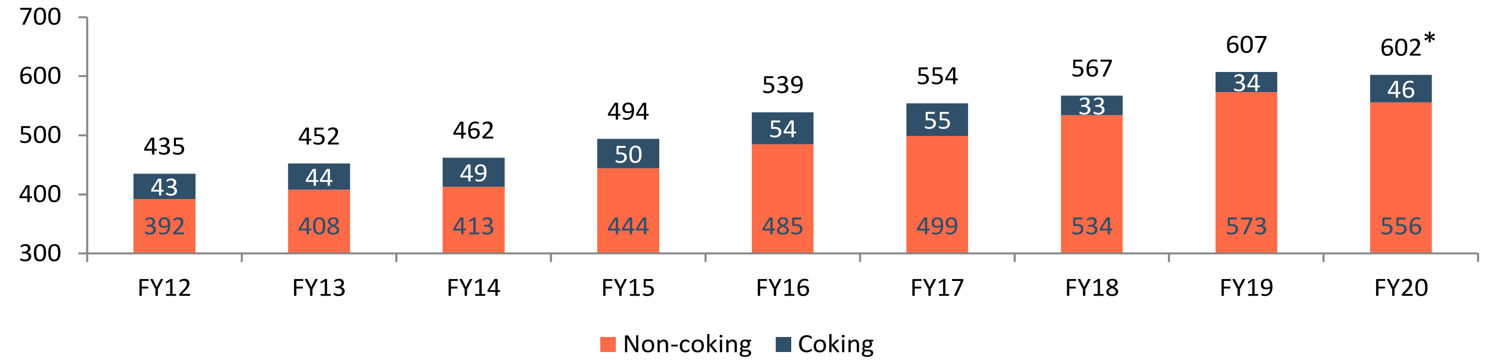
Committed towards all stakeholders

World’s Largest Pure Play Coal Producer – Preparing to build 1 bn ton capacity

Largest Pure Play Coal Producer Globally, Slated for Further Growth



* Flat volumes in FY20 due to Covid disruptions

Ongoing projects

116 major ongoing Coal projects with peak capacity of 829.41 mtpa are under implementation:

- Operating large project-Kusmunda Opencast (50 MTY), Gevra Expansion Project (70 MTY), Dipka OC (25MTY), Bhubaneshwari OC (40 MTY), Jayant (20MTY), Dhudhichua (20 MTY)

Future projects

32 mining Projects have been cleared by CIL & subsidiaries in FY21(till Q3) with a rated capacity of about 303 mtpa and sanctioned capital of INR 55408 crore

Railway lines for coal evacuation – Key to capacity building

- In order to have a seamless evacuation system for the projected production, an Action Plan to enhance and strengthen the infrastructure of coal evacuation for existing, ongoing and future projects of subsidiary companies is in place. Rail infrastructure are being built both on 'Deposit Basis' as well as by forming SPVs with Rail PSU and the concerned State Govt.
- Approved procurement of 40 rakes of BOXN-S railway wagons under Railway's General Purpose Wagon Investment Scheme (GPWIS), at a capital cost of INR 675 Crores

Commissioned so far

- Tori-Shivpur New BG double line (43.70 KM) to evacuate 32 MTPA is funded by CIL
- Jharsuguda –Barpali- Sardega New BG line (52.41 KM) to evacuate 35 MTPA is also funded by CIL

Under construction

- Rail Connectivity of Lingaraj SILO with Deulbeda siding at Talcher Coalfields of MCL – Work in progress (74%). Likely to be commissioned in March,2021 (CIL Funded)

- Chhattisgarh East Rail Ltd (CERL) - East Rail Corridor in the state of Chhattisgarh – Phase – I – Kharsia to Korichhapar (0-45 KM) commissioned on 12-10-2019. Korichhapar- Dharamjaigarh (45-74 Km) anticipated to be commissioned by 31st Mar'2021. Balance work of Feeder Lines in progress. Shall evacuate about 30 MTPA of coal
- Chhattisgarh East West Rail Ltd (CEWRL) – East West Rail Corridor in the state of Chhattisgarh from Gevra Rd- Pendra Rd, 135 Km –to evacuate about 65 MTPA.

- Mahanadi Coal Rail Ltd (MCRL) - Angul- Balram rail link in Talcher coalfield of Odisha – Work in progress in (0-6 Km) Railway land to evacuate about 25 MTPA

- The Shivpur-Kathautia rail connectivity is to be executed by Rail JV, JCRL (Jharkhand Coal Railway Limited) formed among CCL (Central Coalfields Limited), Govt. of Jharkhand and Indian Railway represented by IRCON, in the state of Jharkhand. About 30 MTPA coal from the mines of CCL is planned to be evacuated through this line.

Cost control measures

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- Natural attrition of manpower: 5% reduction in manpower annually for the next 5-10 years (FY 20 base of 272445 employees).

- First mile connectivity & infrastructure creation to reduce costs

- Closure of unviable mines: 158 underground mines employ 43% of the workforce whereas contributes 5% of total production. Action is being taken to close the unviable UG mines in CIL in phased manner.

Infrastructure Building – First mile connectivity and other coal evacuation infra improvement projects

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First Mile Connectivity Projects

- CIL has taken steps to upgrade the mechanized coal transportation and loading system under 'First Mile Connectivity' projects .
- Phase-I: 35 projects tendered out ; 3 projects of 30 MTPA capacity have already been commissioned. Total capacity 404.5 MTPA. An investment of INR 12,500 crore envisaged.
- Phase-II: 14 projects with total capacity 100 MTPA will require an investment of INR 3,500 crore
- Target completion of all the projects is by FY24 for Phase-I and FY-25 for phase II
- Projects to help increase mechanized evacuation from 150 MTPA currently to 650 MTPA.
- Company expects >12% IRR, improvement in coal quality, savings in under-loading charges and a positive impact on the environment.

Coal evacuation infra projects

- 12 railway lines – estimated investment of INR 19,800 crore
- 21 railway sidings – estimated investment of INR 3,500 crore
- 33 coal trunk roads planned to be built by FY24

Mechanized evacuation to increase from 150 MT to 650 MT by FY25

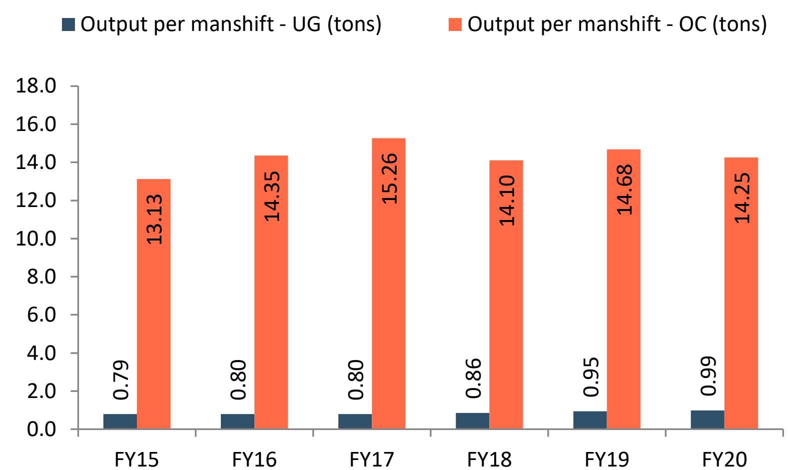
Total investment of INR 16,000 crore

Substantial reduction in cost on evacuation & transportation charges

Currently, CIL incurs around INR 3,400 crore on transportation charges on coal annually. This can decline substantially with improvement of first mile connectivity by mechanization

Cost Control & Infrastructure Building – Mine closure

Particulars	FY14	FY15	FY16	FY17	FY18	FY19	FY20
Coal volumes							
OC (million tons)	426	459	505	523	537	576	572
UG (million tons)	36	35	34	31	31	30	30
Manpower							
OC ('000s)	147	147	147	144	155	157	155
UG ('000s)	200	186	176	166	144	128	117
Manpower productivity							
OC (tons/employee)	2,899	3,127	3,446	3,623	3,473	3,669	3,690
UG (tons/employee)	181	188	192	190	212	237	257



	FY20		
Subsidiary	UG	OC	Manpower
ECL	9.2	41.2	57,153
BCCL	1.0	26.7	43,425
CCL	0.7	66.2	38,168
NCL	0.0	108.1	14,382
WCL	4.2	53.5	40,401
SECL	14.1	136.5	51,426
MCL	0.8	139.5	21,991
NEC	0.0	0.5	1,213
DCC+HQ+CMPDIL	-	-	4,286
Total	30.0	572.1	272,445

CIL has identified 23 mines for closure in FY21; 82 mines closed in the last 3-4 years

Even after considering all the closure costs (including labour costs), CIL will be saving to the tune of at least Rs500cr

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Moving towards clean coal

Coal gasification

5 surface coal gasification projects identified at Dankuni (WB), Shilpanjal Pariyojana (WB), Project Utkarsh (MH), Ashoka (JH) and Mahamaya SCG(CG)

Total Capacity of Methanol in DCC,ECL&WCL-2.0 MMTPA

Total Capacity of SNG in CCL-634 Million NM3

Total Capacity of Ammonia in SECL- 0.726 MMTPA

INR 36,268 crore investment through BOO model (All fig. are based on PFR)

Coal bed methane

Two projects tendered through BOO mode at Raniganj and Jharia with capacity totaling 1.3MMSCMD

Estimated. investment:

INR 2,400 crore

Another project at Sohagpur CF likely to be floated within FY21

Washeries

12 coal washeries, (10 coking coal and 2 non-coking coal) with total capacity of 34.63 mtpa operational

4 new coking coal washeries in BCCL totaling 12mtpa ,5 new coking coal washeries in CCL totaling 18 mtpa and 3 non-coking coal washeries in MCL totalling 30 mtpa being set up

- 12 washeries to be built – estimated investment of INR 4,850 crore
- Work Orders worth over INR 13,277 (As per DFR) crore have been awarded to Talcher Fertilizers Limited in Sept'19 for setting up of Coal Gasification plant and Ammonia-Urea plant on Lump Sum Turnkey (LSTK) basis

Washed Coking Coal Production
(In Lakh Te)

Company	Washed Coking Coal	
	2019-20	2018-19
BCCL	6.64	6.34
CCL	7.62	8.05
CIL	**14.26**	**14.39**

ESG – Committed to continuously improve

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- Coal evacuation and FMC projects will help reduce air pollution and environmental impact.
- More than 1.74 million saplings planted during FY 2020-21
- Mine closure plan is an integral part of the project report for Coal mines, which also forms a part of the EIA/EMP. Rs. 512.47 crore has been reimbursed from Escrow fund toward mine closure activities during FY 2020-21.
- CIL's efforts to make water available to communities around its mining areas benefited more than 9.80 Lakh people in 618 villages during FY2020-21.
- In order to become Net Zero Energy company CIL proposes to execute Solar Projects to generate 3 GW of solar energy.

- Lowered fatalities substantially to 30 from 34 and serious injuries to 80 from 90 in 2020 vis-à-vis 2019 - the lowest injury figures in mines of CIL since inception.
- Preparation and sharing of 41 Nos Video Clips or Animation Films on mine accidents and do's and don'ts on Mine Safety amongst 212,892 nos of employees in 2020.
- Over Rs 3000 Crores cumulative spend on CSR since FY16 (Rs 587.84 cr in FY20).
- Distributed 2,81,815 cooked food packets and 1,36,168 packed rations during lockdown period. Also distributed 15,42,982 masks and 63,256 litres of hand sanitizers.
- CIL's 35 hospitals and health facilities created outside hospitals across eight states have set aside 1,234 beds for corona suspected cases. CIL is setting up 3 more hospitals with an estimated investment of Rs 110 cr
- At the forefront in supporting local community development.

- With an objective of becoming an efficient and modern dynamic organization, CIL has decided to deploy latest Information Technology in all aspects of its operation by setting up an ERP system (SAP).
- CIL adheres to all regulatory norms and meets the necessary compliances. Before operationalizing of any new project, CIL ensures that necessary clearances (including environmental clearances and forest clearances) have been obtained.

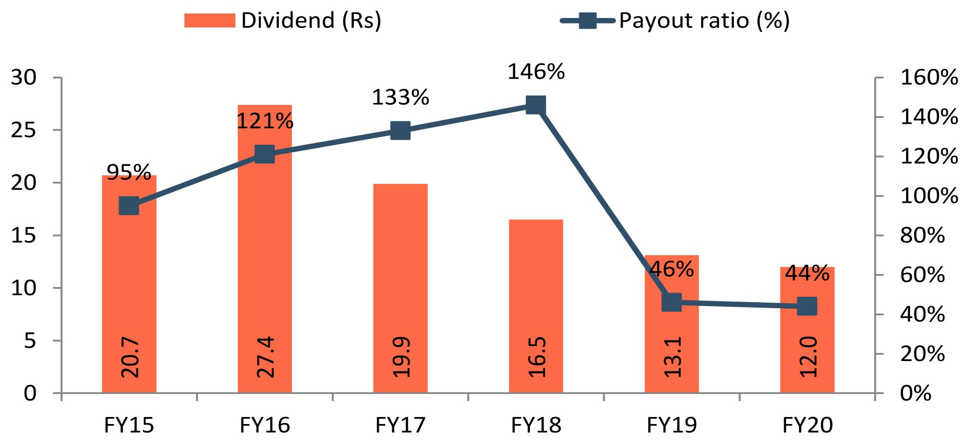
Third party ESG report is expected by the end FY21.

Environmental issues will include company's commitment on reducing energy use, waste, pollution and conservation of natural resources especially land, forests etc.

Social issues will include company's business relationships with suppliers, customers, stakeholders, local community and working conditions for its employees - their health & safety.

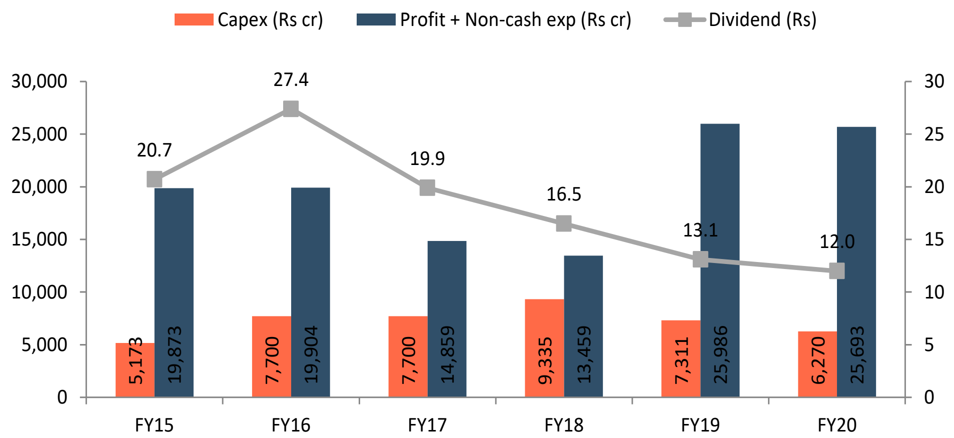
Governance issues will include whether company uses accurate and transparent accounting methods, are stockholder's opinions heard, refrains from contribution for undue favourable treatment and abhorrence of illegal practices.

Maximising shareholder value and returns



CIL intends to payout maximum dividend post capex out of the cash profits

- In the past dividend payout ratio was fluctuating
- Transparent payout policy is being put in place
- CIL intends to pay free cash flow after capex as dividends annually
- CIL intends to incur capex if demand growth sustains in the long-term
- FY21 capex target is ~INR 13,000 crore



What should investors expect?

- Sustained volume growth
- Improving cost structures
- Good disclosures and compliance as per global standards
- Transparent payout policy
- Clean coal
- Steady improvement expected in Receivables position in the next few months

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