

# KHANIJ BIDESH INDIA LTD

*(A joint venture company between NALCO, HCL & MECL)*



Investment Narrative  
July 2023

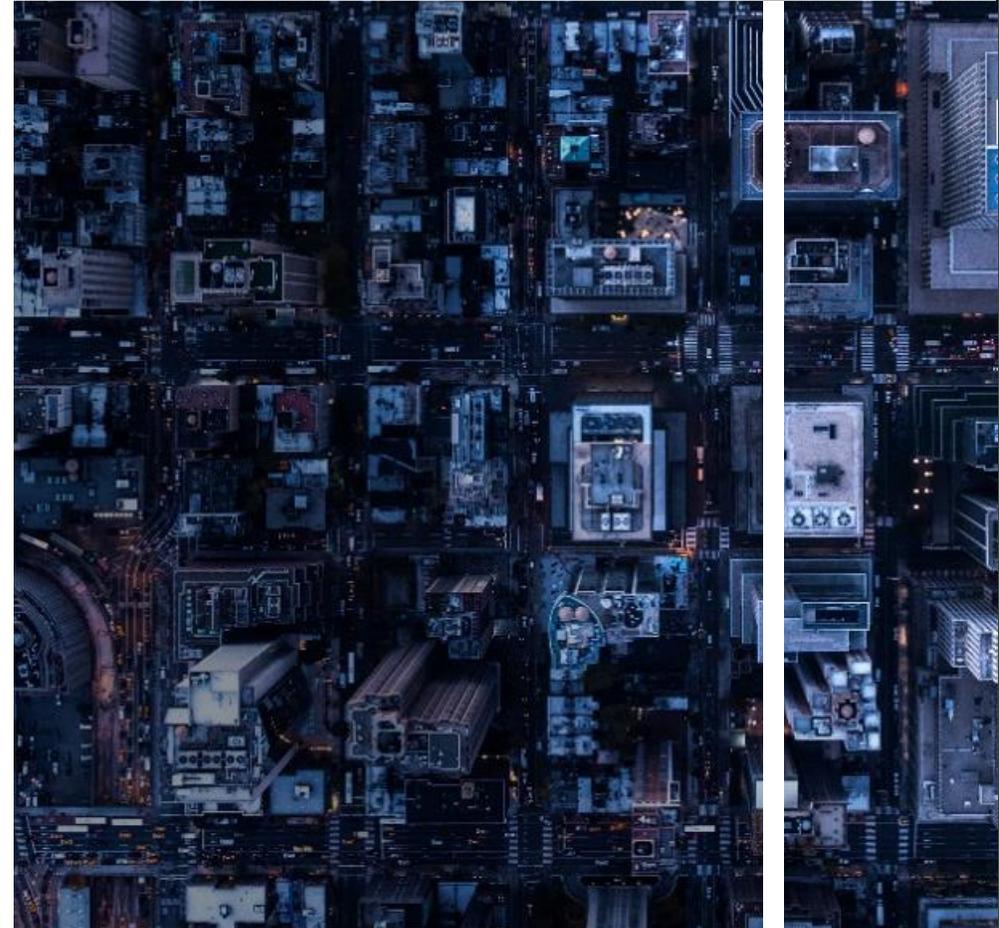


**pwc**

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A close-up photograph of a person's hands interacting with a laptop. One hand holds a blue pen, pointing towards the screen, while the other hand is positioned near the keyboard. The background is blurred, showing what appears to be a meeting or office environment with other people and windows.

**About KABIL**

# Overview: KABIL - Khanij Bidesh India Limited

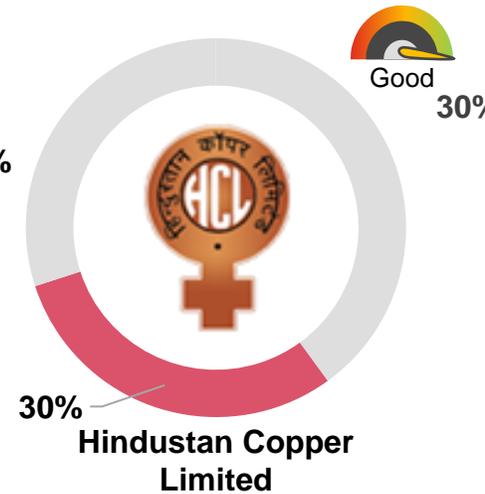
A Joint Venture of 3 Indian Public Sector Undertaking (wholly/partly owned by Indian Govt.) companies is Khanij Bidesh India Limited.



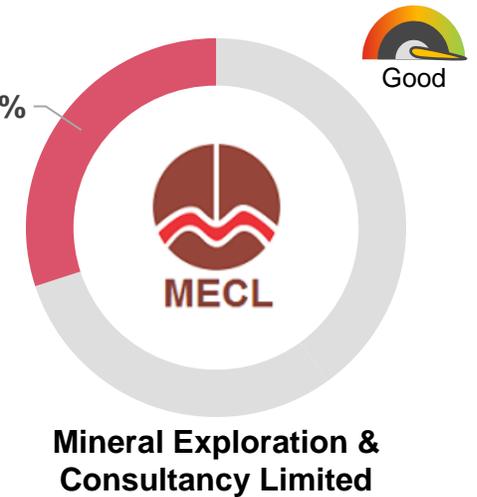
All the three companies have been profitable for over a decade. They are experienced across all the stages of the mining value chain



One of the largest integrated primary producers of aluminum in Asia



India's only vertically integrated copper producer



One of the largest mineral exploration agency of India



**7500+**  
**Experts**

A combined work-force of around 7800 full-time employees with expertise ranging across Geology & Exploration, Mining, Mineral Processing & Metallurgy, other Core Engineering sectors and so on"



**\$3 Billion+**  
**Market Cap**

Combined market capital of approx. US \$3 Billion with an authorized capital of \$37 Million

We are the only entity “**specifically mandated**” by the Government of India to ensure a consistent and secure supply of critical minerals for Indian economy



**Minister of Mines** Shri Pralhad Joshi with the CMDs of NALCO, HCL and MECL who signed a Joint Venture to establish **KABIL**



### KABIL (KHANIJ BIDESH INDIA LIMITED)

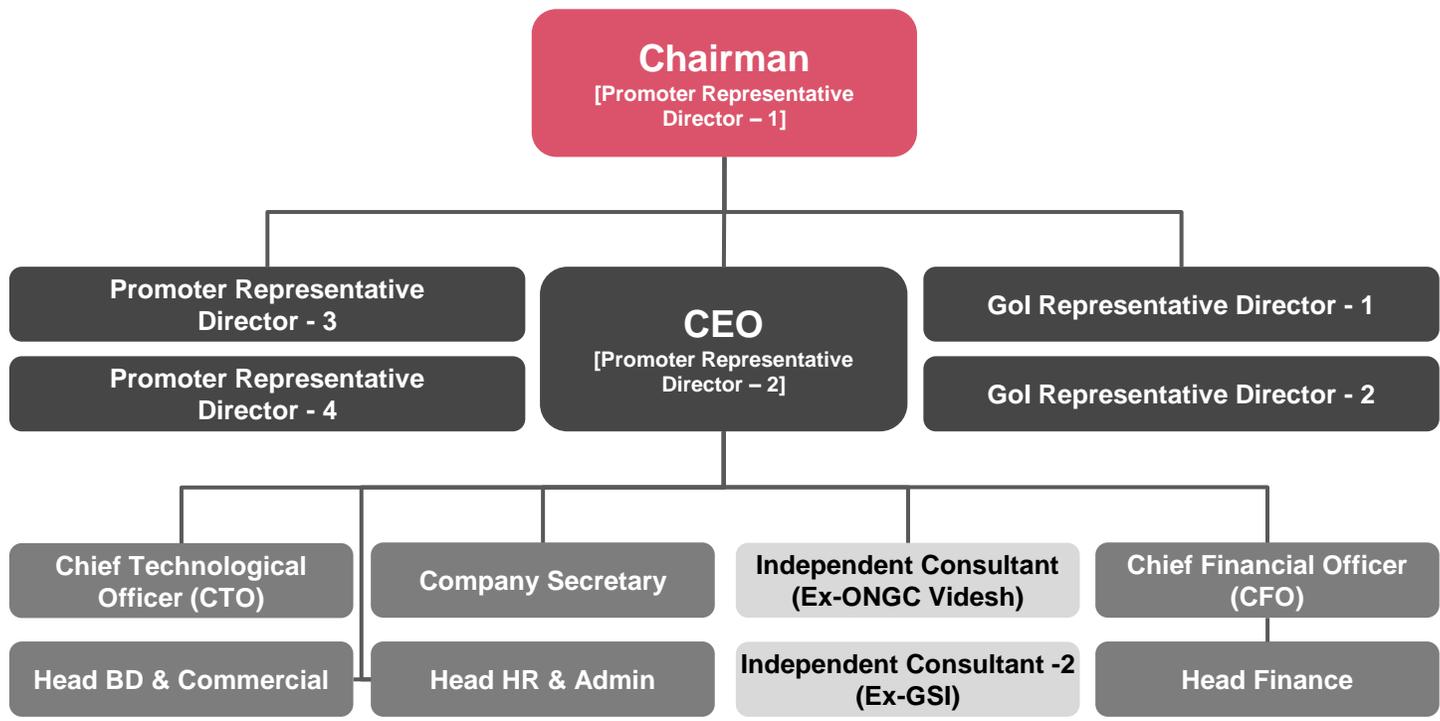
A Joint Venture Company among NALCO, HCL and MECL named Khanij Bidesh India Limited (KABIL) has been formed in August, 2019.

- ❑ With the mandate to **identify, acquire, develop, process** and make commercial use of strategic minerals in overseas location for supply in India.
- ❑ Govt. of India has identified 30 critical minerals of which KABIL is actively pursuing overseas assets of 12 minerals: **Lithium (Li), Cobalt (Co)**, Germanium (Ge), Indium (In), Beryllium (Be), Niobium (Nb), Selenium (Se), Gallium (Ga), Tantalum (Ta), Tungsten (W), Bismuth (Bi) & Tin (Sn).

# Our Governance Structure



## Promoters



## Board of Directors

**Primary Decision Making Body**

(Among the Promoter Representative Directors two are from NALCO and one each from HCL and MECL)

## Key Personnel

# We are managed by dynamic individuals and led by seasoned experts



**Sridhar Patra**

- ★ **Chairman of KABIL**
- CMD of NALCO
- 30+ years of experience in diversified roles at various PSUs and a seasoned finance and accounts professional

## Government of India Representative Directors



**Sanjay Lohia**

- ★ Director of KABIL
- Additional Secretary, Ministry of Mines, Gol



**Dr. Veena Kumari D**

- ★ Director of KABIL
- Joint Secretary, Ministry of Mines, Gol

## JV Company's Representative Directors



**Indra Dev Narayan**

- ★ Director of KABIL
- CMD of MECL
- 30+ years of experience in Mine Planning & Design



**Ghanshyam Sharma**

- ★ Director of KABIL
- Director (Finance) HCL, with Addl. Charge of (CMD HCL & Director (Finance) MECL)
- 30+ years of experience

“The direct involvement of the **Indian Ministry of Mines** strengthens KABIL's mission-driven mindset.”

# EXPLORATION



## KABIL genetically brings diversified expertise across the mineral value chain

Over 40 years of experience in exploration across India and abroad

Exploration  
Sampling  
Geological  
Geophysical  
Environmental

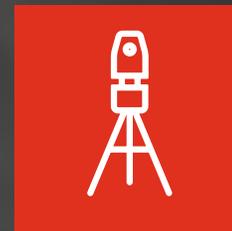
Remote Sensing  
Chemical labs  
Physical labs  
Petrological labs  
Information Tech

**199+**  
Billion Tonnes of mineral resources established

**A Truly Global Footprint**

**Experts in A Wide Range of Services**

**Established Huge Resources**



Worked with Govt. Organizations, Public & Private Sector Companies



# MINING & PROCESSING



## KABIL genetically brings diversified expertise across the mineral value chain



### Lowest Cost Miner

Sophisticated technical capability, in-house power & high utilization rate



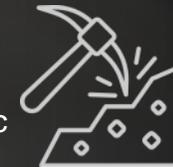
### 5-Star Rating Mines

based on initiatives taken towards Sustainable Development



### Processing Expertise

Expertise of beneficiation of low grade & polymetallic ore



### Mining Expertise

50+ years mining experience and expertise in open pit and underground mining for deep seated minerals

## Facilities operated by KABIL's parent companies

**AI** ~7 MTPA Bauxite Mine



2.1 MTPA Alumina Refinery

~4 MTPA combined underground mining capacity; under 3 fold expansion phase



460 KTPA Smelter Plant

~200 MW Wind Power Installed Capacity



1.2 GW Captive Power Plant

2.2\* MWp Roof-top Solar Power Capacity

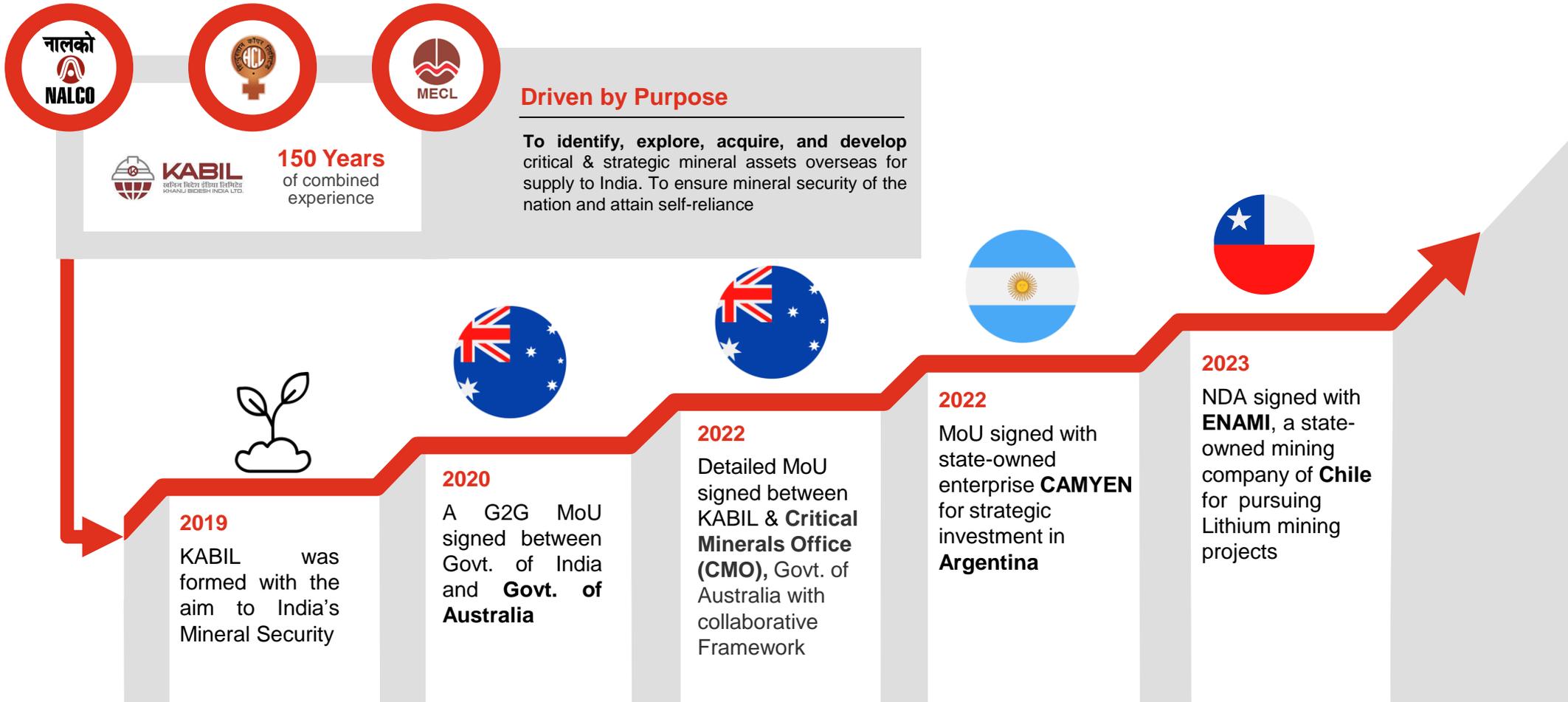


Bulk Shipment Facilities at Vizag Port

### Renewable Energy

# Our global footprint has expanded significantly

Over the past few years KABIL has developed a strong understanding of G2G & G2B partnerships in the critical minerals sector



# India has become the most attractive investment destination & KABIL brings a strong understanding of its end use market

## The KABIL Advantage!

### Experience of working in a wide range of minerals

- Each promoter bring different set of expertise for energy minerals and metals(ferrous & non-ferrous), strategic minerals, precious minerals & others.

### Access to NALCO's bulk shipping facility

- This helps in strengthening KABIL's supply chain capabilities when considering the import market

### Strong understanding of the regulatory landscape

- Owing to its promoters long working experience in mining industry and also being backed by the **Ministry of Mines**, KABIL offers a special advantage that no other company in India does

## The India Advantage!



High rate of Development



1.42 Billion Market Base



Make in India drive



Strong FDI inflow



Political Stability



Renewable Energy



Electric Vehicles



Govt. Subsidies



Net-Zero Commitment

**7%+**

India's GDP growth rate was 7% for 2022 & 9.1% for 2021. It has consistently outgrown global avg. GDP by 2-4% in last 5 years (excluding 2020).

**1.8x**

India is a power surplus nation, having generation capacity of 417 GW while the all-time peak demand has been 221 GW.

**\$1.1B**

India has high FDI inflows with around \$70.9 Billion in FY23 of which \$46 Billion were equity inflows. Australia has been a strong trade partner and FDI inflows from there since 2000 totals to US\$1,105 million.

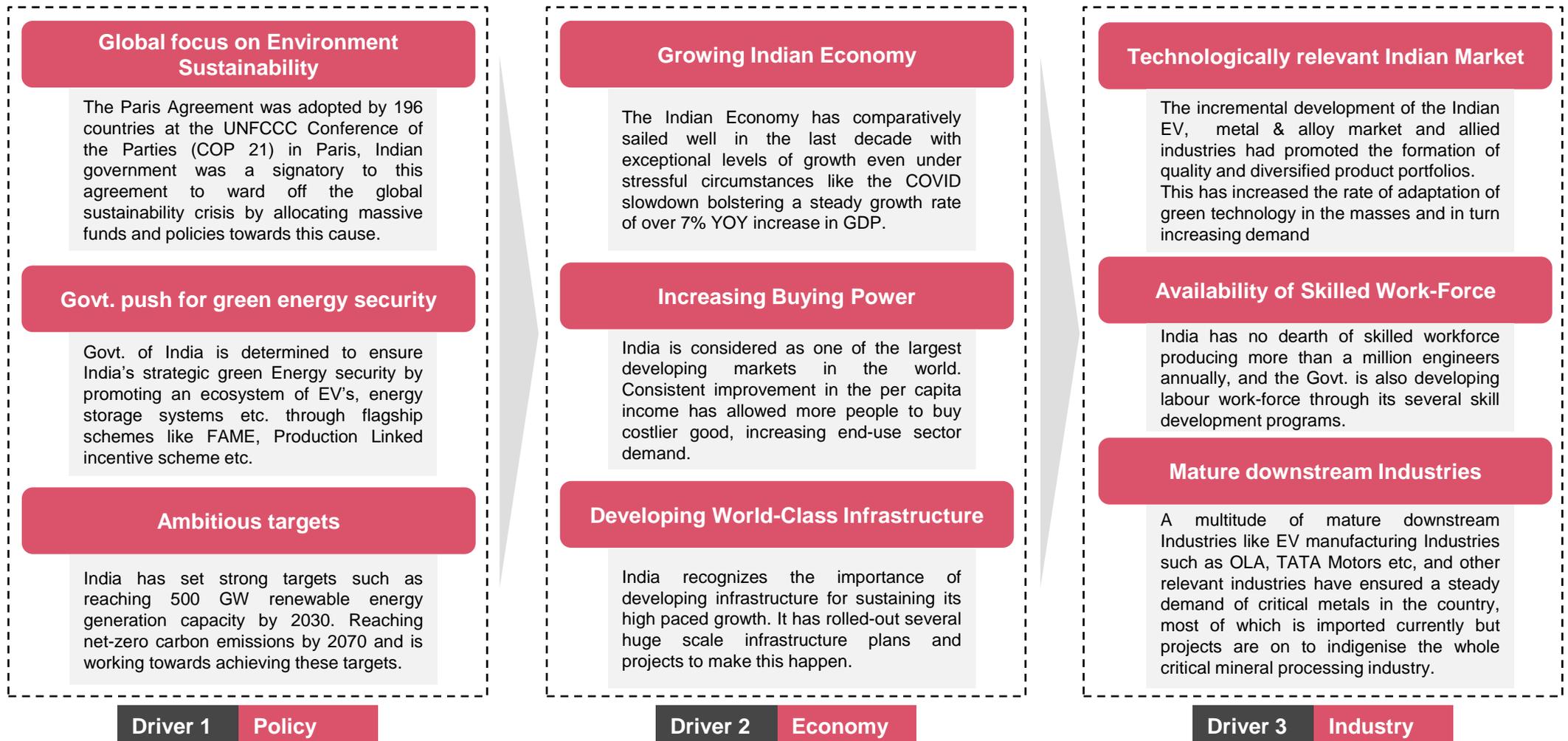




# Demand of Lithium & Cobalt

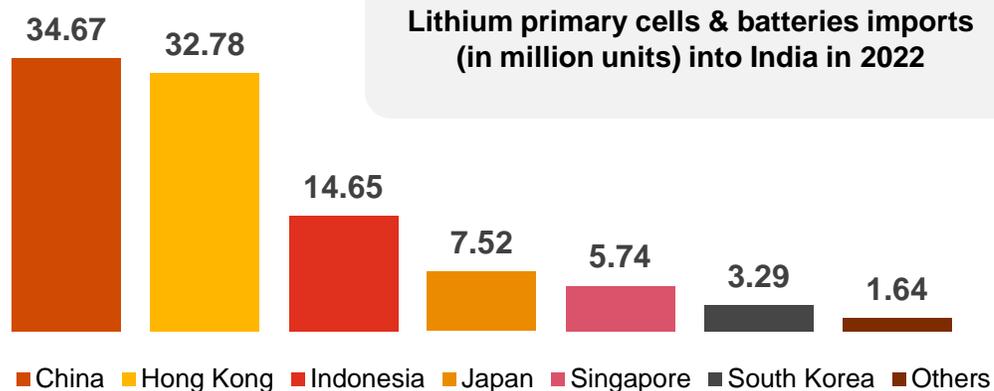
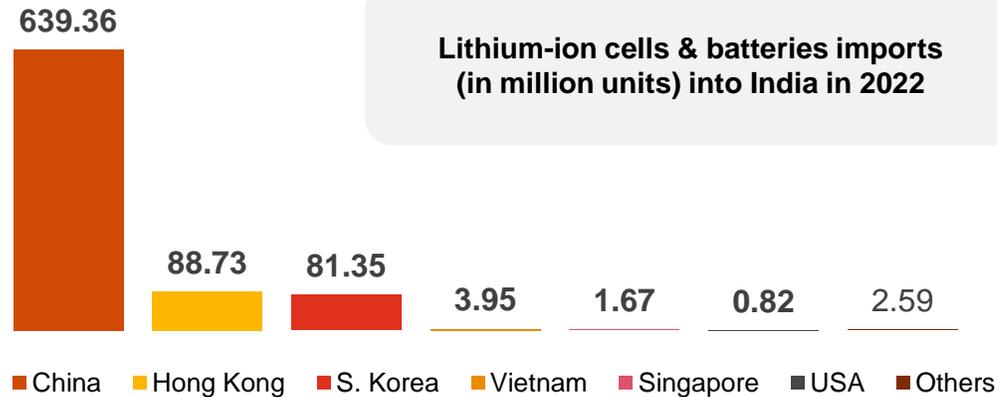
# Organic growth enablers of India's critical mineral industry

Indian market is experiencing a steep surge in the demand for Critical Minerals since 2019 and is expected to grow similarly in the coming decades.



# Having no established domestic reserves, India relies solely on Li & Co imports to fulfil its demand

Most of lithium and cobalt imports to India are brought in the form of battery cells. Chemicals & metals are in lower quantities



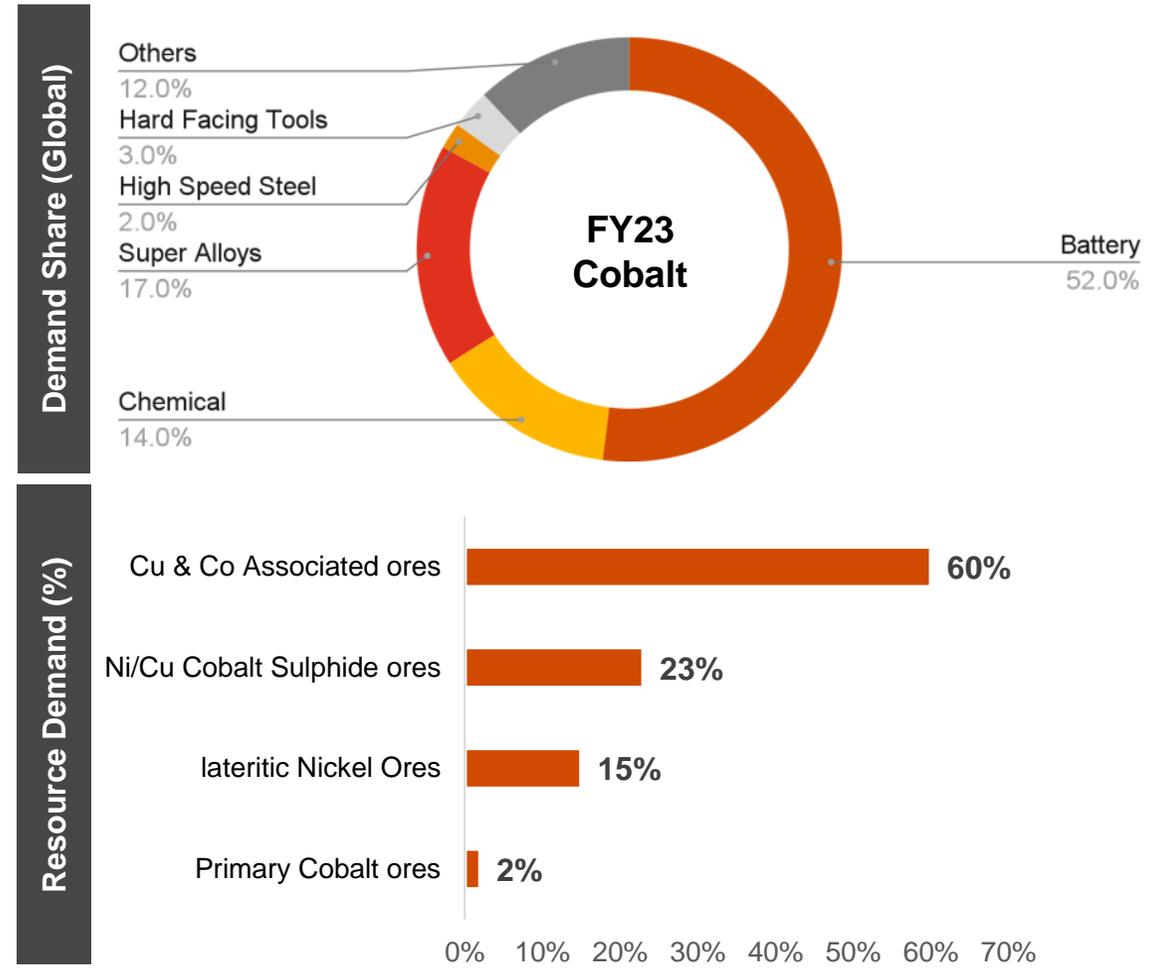
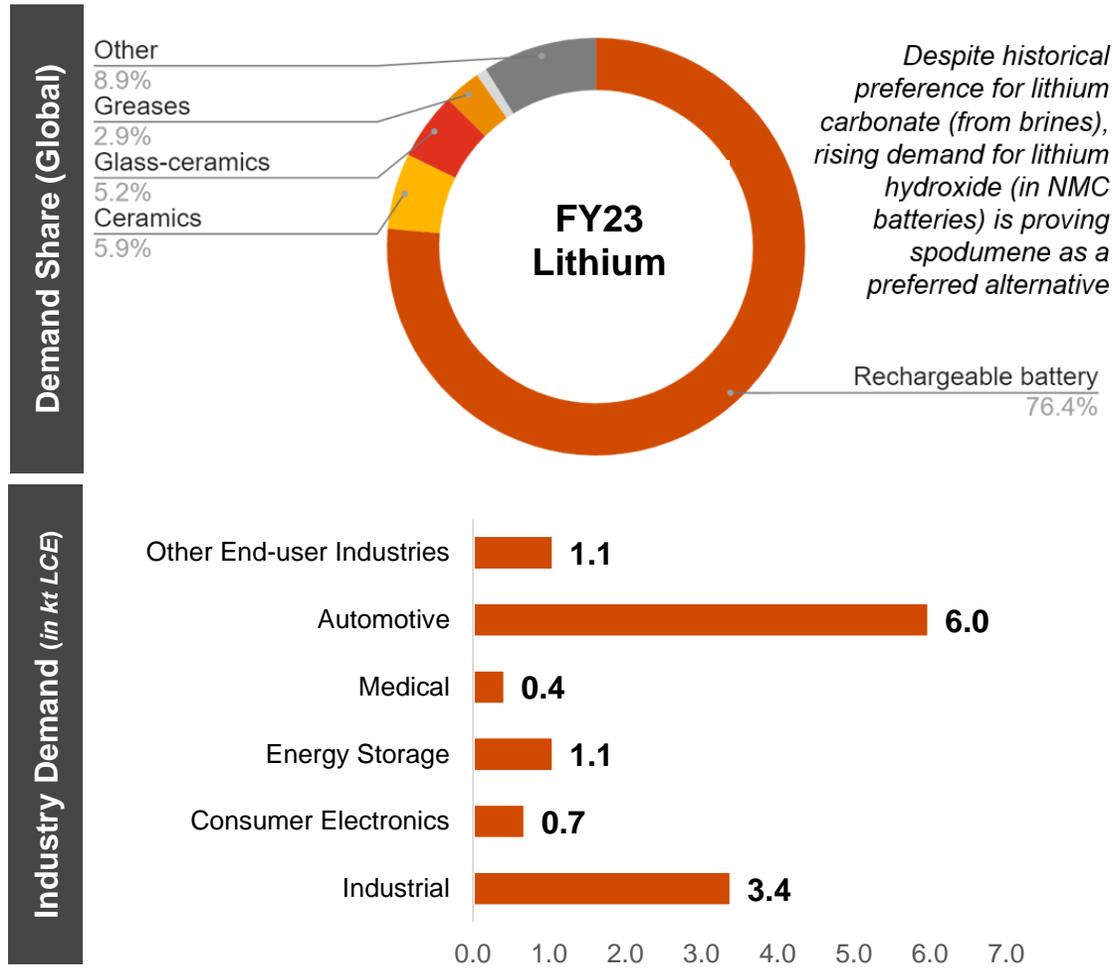
Total Value of Lithium & Cobalt associated imports by India in FY23\*. KABIL aims to cater to this huge market.

**\$3.18 Billion**

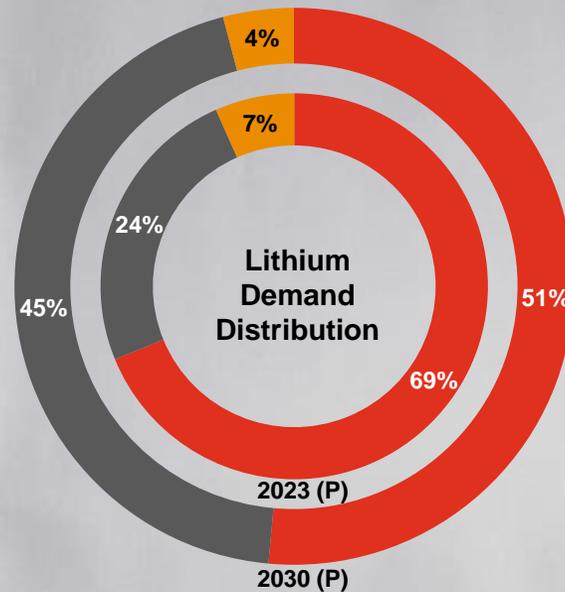
Li-Hydride**	Li-Oxides & Hydroxides	Li-Carbonates
<b>3.05 kt</b>	<b>1.12 kt</b>	<b>1.02 kt</b>
Co-Hydroxide	Co-Powders	Co-Matte#
<b>0.56 kt</b>	<b>0.34 kt</b>	<b>0.29 kt</b>
Co-Oxide	Co-Unwrought	Co-Other Articles
<b>0.18 kt</b>	<b>0.17 kt</b>	<b>0.38 kt</b>

- As Indian companies increasingly focus on building domestic lithium-ion battery manufacturing facilities, it is estimated that as per announced capacities, India would have ~150 GWh li-ion manufacturing capacity.
- This would generate a steeply rising demand for Lithium Hydroxide, Lithium Carbonate, Cobalt Oxides & Hydroxides.

# One of the fastest growing sectors (batteries) also accounts for the highest share of Li & Co demand in India & globally



# Lithium demand is expected to grow further



	2023 (P)	2030 (P)	CAGR
Li <sub>2</sub> CO <sub>3</sub>	8.70 kt	37.69 kt	23.3%
LiOH	2.44 kt	23.13 kt	37.9%
LiCl	1.14 kt	3.36 kt	16.7%



## Lithium Carbonate

Globally most traded form of lithium compound; sourced from either Brine or Spodumene deposits. Lately, there has been a decrease in its market share which is expected to continue further.



## Lithium Hydroxide

In recent years it has become the compound of choice for making battery cathodes as it makes the process more sustainable by using less energy and the resultant cathode too lasts longer.



## Lithium Chloride & Others

In recent years it has become the compound of choice for making battery cathodes, but its overall demand is due to shrink in favor of hydroxides.

**Note:** This is a **base case analysis** - Projected demand values include the amount of lithium that would have been used in the cells and batteries that have been/will be imported, thus giving a wholesome picture of the actual supply required if India has to be self-reliant.

References: *Mordor, PwC Analysis*



# Indian Battery Market Opportunity

With huge investments pouring in, India's Li-ion battery manufacturing sector is set to get a great boost



**15+ Li-ion Gigafactory announced**

**Collaboration with Private Companies**

**Installation of 10,000 Charging Stations**

**Manufacturing unit for EVs**

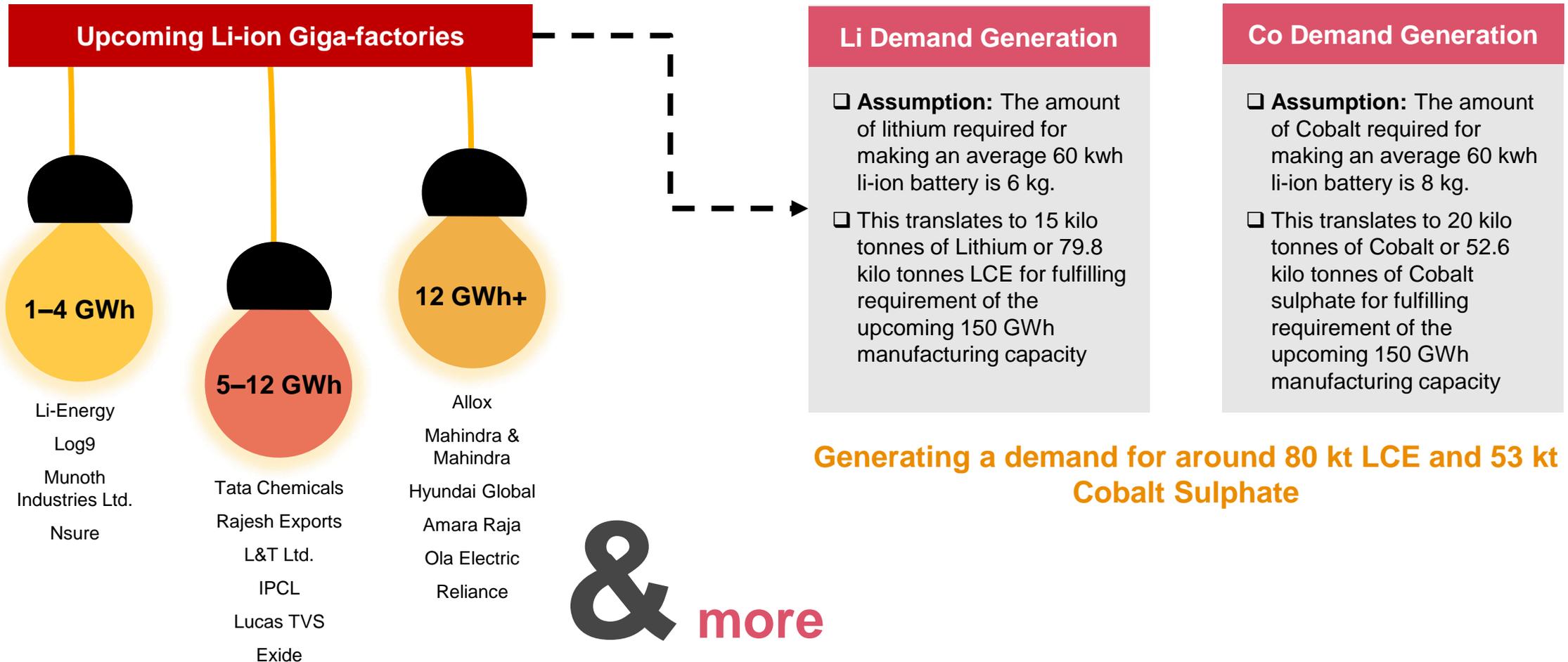
**Financial assistance to Upcoming EV & Li-ion Battery Companies**

**Charging Stations across India - to be set up by Ather**

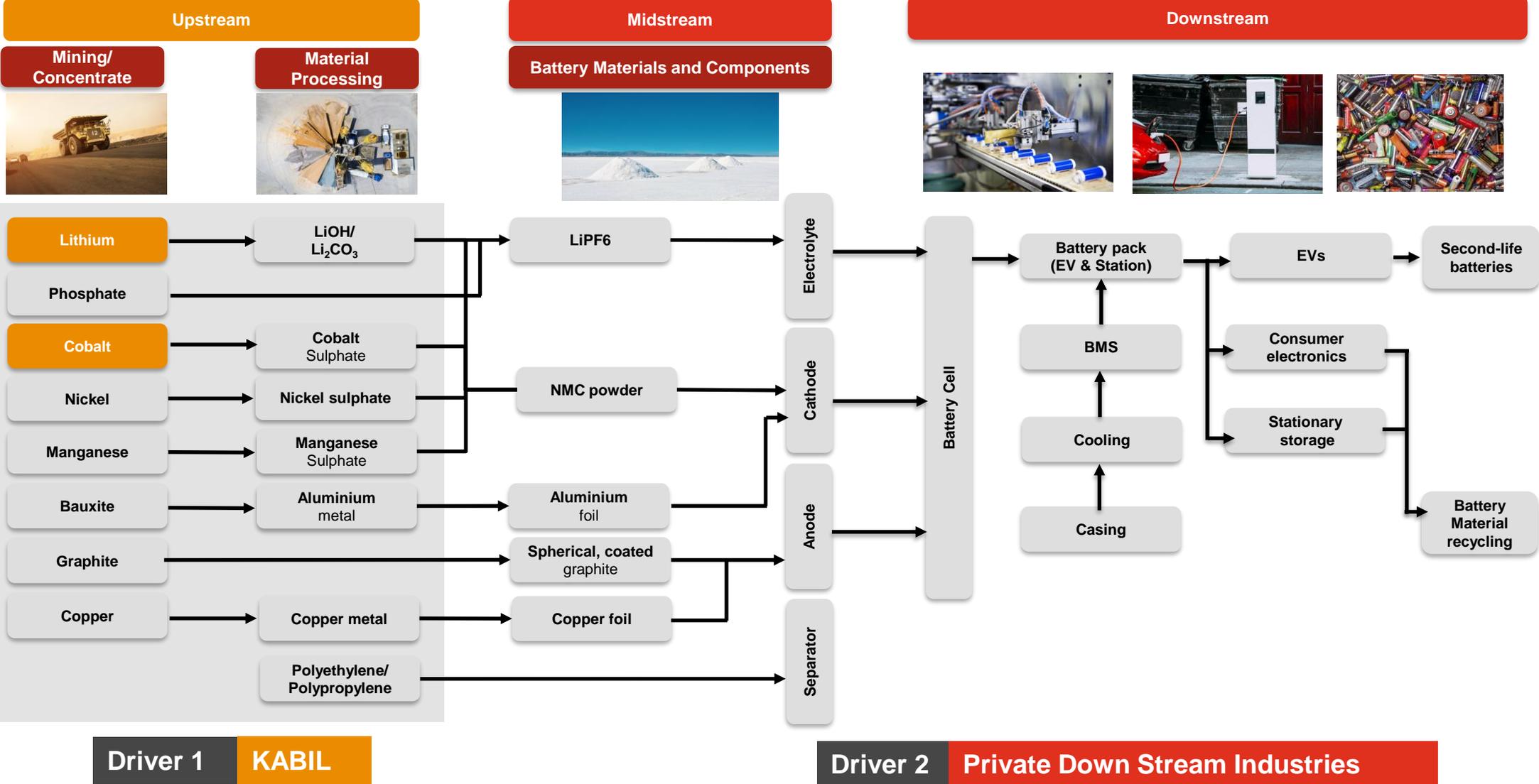
**11 million EVs/ year - to be produced by Ola by 2030**

**To ensure reliable supply of Batteries**

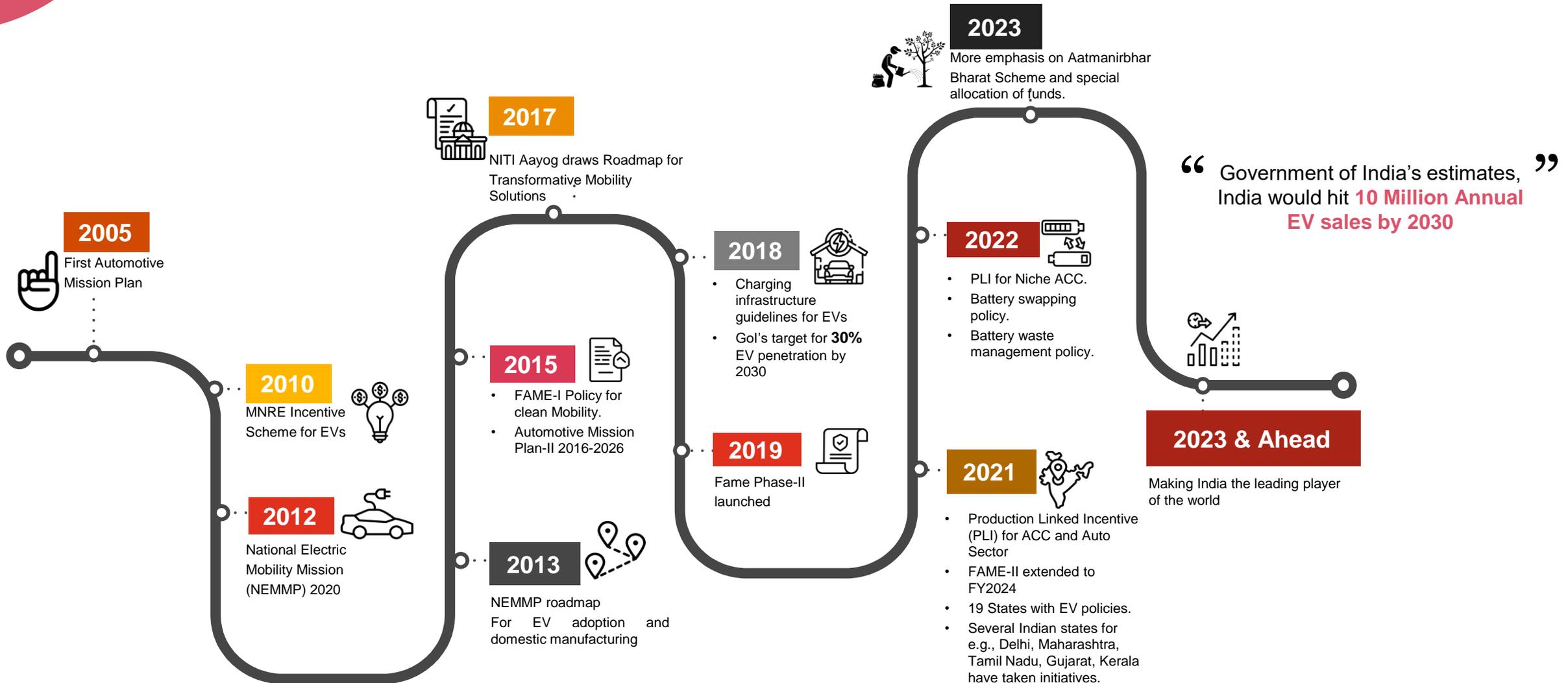
# Outcome of the announced investments sums up to be a whopping 150 GWh+ Li-ion battery manufacturing capacity



# KABIL's focus is on enabling India's downstream businesses with raw material security

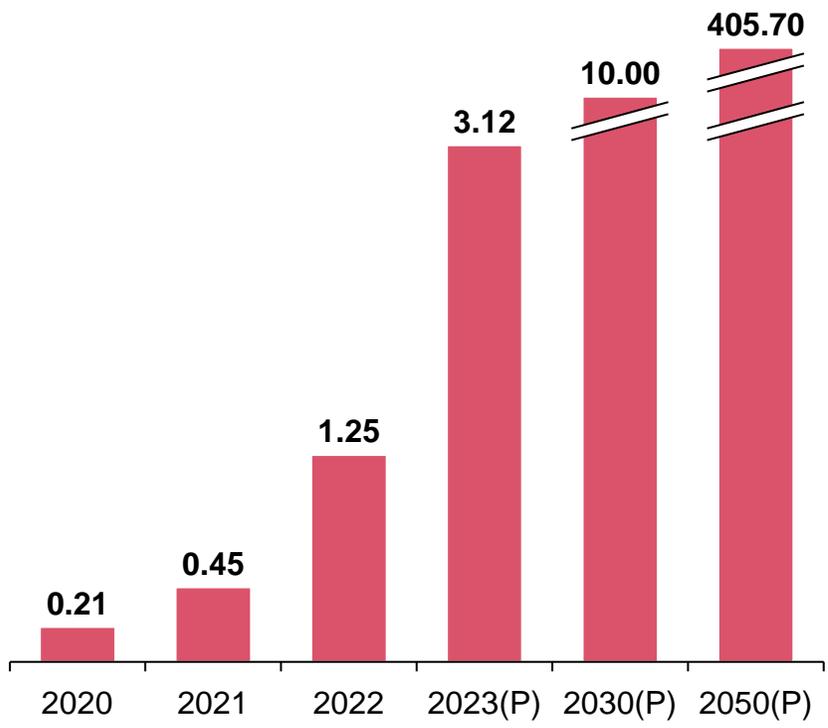


# Timely policy push for over a decade has kept the battery & EV industry on the right growth track



# With the support of government policies, the end-use sectors are estimated to grow

## A EV Sales Growth (in millions)

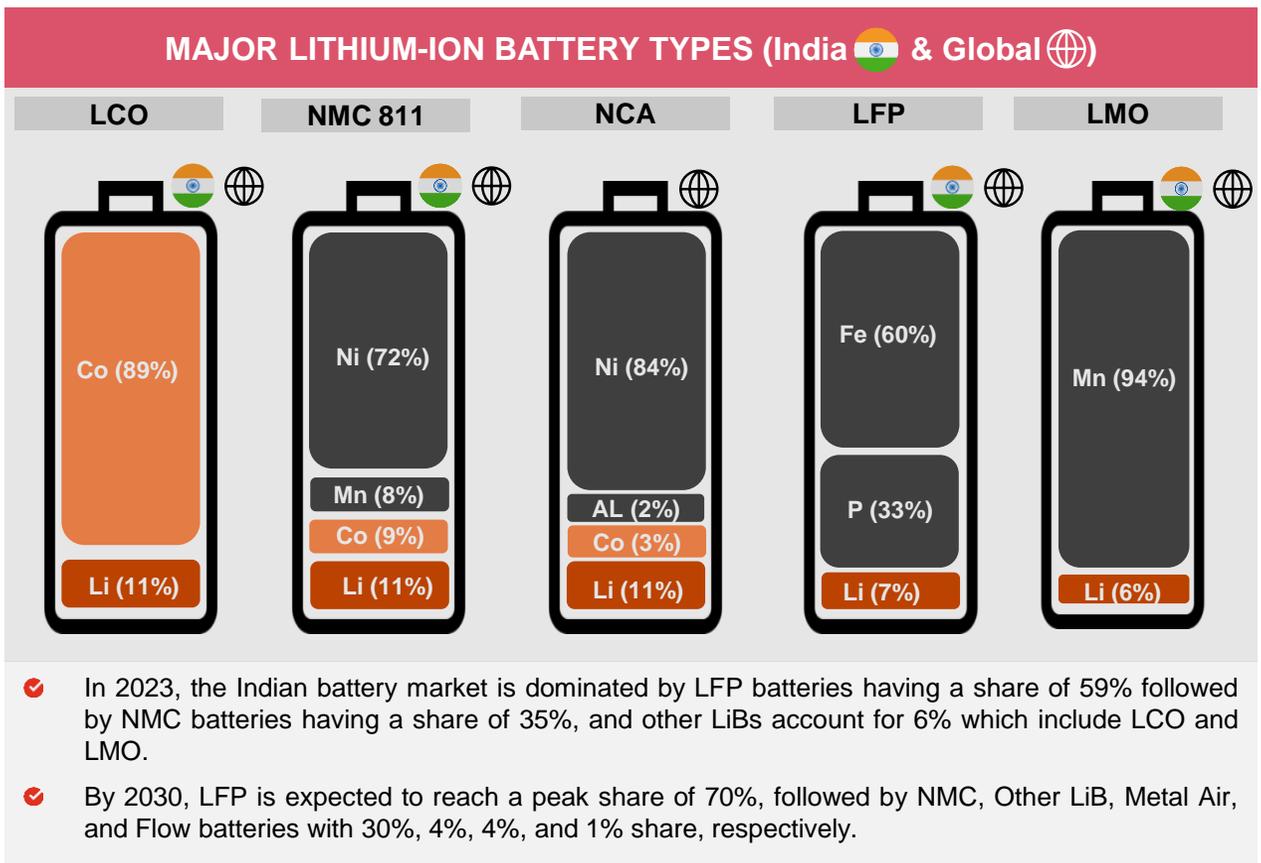


## B Renewable Energy Targets

References: PIB, NITI Aayog, Economic Survey 2023, PwC Analysis

Private & Confidential

- ✓ India's power requirement to grow to reach 817 GW by 2030
- ✓ India is eyeing to achieve 50% of cumulative electric power installed by 2030 from renewables
- ✓ Government has established a target of 175 GW of solar and wind energy by 2022 and 500 GW by 2030
- ✓ Achieve Net Zero carbon Emission by 2070



A photograph showing a group of people in a meeting, focused on reviewing architectural blueprints spread across a table. Several hands are visible, pointing to specific details on the drawings. The scene is dimly lit, with a blueish tint, and includes various office supplies like pens, a water bottle, and a laptop in the background.

**KABIL's Value  
Proposition and Need  
of Collaboration**

# KABIL is mandated to achieve its strategic goals in the critical mineral market and drive economic growth in sectors like EVs, renewable energy, and energy storage



## **Supply Chain Security:**

KABIL can help address the critical gap in supply chain security by strategically acquiring and developing lithium and cobalt assets overseas. This would ensure a consistent and reliable supply of these minerals, reducing India's dependence on imports and minimizing the risks associated with supply disruptions.



## **Value Chain Integration:**

KABIL can facilitate the integration of the lithium and cobalt value chains by establishing partnerships with overseas companies involved in exploration, mining, refining, and manufacturing. This would enable India to develop a comprehensive and self-sustaining supply chain, fostering growth in domestic industries like electric vehicles (EVs) and renewable energy storage.



## **Technology & Innovation:**

KABIL can collaborate with overseas partners to leverage their expertise in advanced mining technologies, mineral processing techniques, and battery manufacturing. This collaboration would accelerate the development and adoption of innovative technologies in India's lithium and cobalt sectors, making it an attractive proposition for overseas partners interested in entering the Indian market.



## **Environmental Sustainability:**

KABIL can prioritize environmental sustainability by promoting responsible mining practices and encouraging the development of clean and efficient extraction methods. By incorporating best practices and stringent environmental regulations, KABIL can ensure that India's lithium and cobalt supply chain adheres to international standards, attracting partners who value sustainability and ethical sourcing.



## **Market Development & Investment Opportunities:**

KABIL can play a pivotal role in fostering market development by creating a favorable investment environment in India's lithium and cobalt sectors. This can be achieved by offering attractive incentives, streamlining regulatory processes, and providing a platform for overseas partners to invest in and collaborate with Indian companies. By presenting a compelling investment case, KABIL can attract overseas partners looking for mutually beneficial opportunities in India's growing critical mineral market.

# India & Australia's partnership has the potential to seize the Indian critical mineral market opportunity

1

Australia is leading producer of Critical Minerals

2

India has a high demand for critical minerals but lacks sufficient domestic reserves- import reliant

3

Partnership between India and Australia in the critical mineral sector can be mutually beneficial

4

Collaboration between the two countries can involve joint exploration and extraction projects, technology transfer, research and development initiatives, and supply chain integration

5

This partnership can enhance the security of critical mineral supply for India while promoting economic growth, job creation, and innovation in both nations

6

India's commitment to clean energy and electric mobility presents a significant opportunity for Australian critical mineral exports

7

By collaborating in the critical mineral sector, both countries can enhance their economic ties, strengthen supply chain resilience, and seize the opportunities presented by India's industrial growth and sustainable development goals

\$4.6 Billion

worth of bilateral trade in 2022 including services and commodities

1.42 Billion

Strong market base, with an ever-increasing buying power

Strategic Alliances

Like QUAD & MSG have fostered a cooperation across sectors to defend mutual strategic interests

20 Critical Minerals

Out of the 30 identified by Government of India are available in Australia

ECTA

Economic Cooperation and Trade agreement signed is April'22

US\$ 1.06 Billion

Cumulative Australian FDI in India from 2020 till 2023 across sectors .

Downstream Surge

Forecasted downstream surge has concentered the looming demand supply deficit.

Self Reliance

Both economies are aligned to their goal of self reliance in critical minerals

Technology

Tech transfer and skill sharing to augment our capability development

# KABIL's Australian Engagement – The CMO collaboration

MOU signed  
10<sup>th</sup> March  
2022

## 1 The MOU

MOU with detailed collaborative framework signed between the **Govt. of India** and **Critical Mineral Office, DISER, Govt. of Australia**

## 2 The Commodity

Joint investment in **Lithium** and **Cobalt** commodities in Australia.

Exploration, Mining and refining to be done in Australia and refined derivatives to be imported into India

## 3 The Funding

Participants to jointly and equally fund the due-diligence with an amount of **US\$ 6 million** with **provisions for further contributions**

## 4 The Investment

Joint investment, including **equity, loans, grants, guarantees, underwriting facilities and off-take agreements**



### The Australian Investment Gateway:

Investments into India will be done through CMO nominated **Government Financing agencies** viz. Export Finance Australia, the Northern Australia Infrastructure Facility or the Clean Energy Finance Corporation etc. While CMO will act as a governing authority.



### The Indian Investment Gateway:

Investment will be through KABIL, or any other Central Public Sector Enterprises (CPSEs)



### The Special Investment Vehicle:

Participants could form a joint 'Special Investment Vehicle' (SIV), constituted under relevant Australian /Indian laws as applicable.

### Joint Venture Investment Schema

The Indian & Australian participants will have **joint investment in equity participation**, else either party will have first right of refusal, or a **third party may be included with specific considerations as a technology provider or project developer**, or any such considerations as may be decided



# Partnership Model

# KABIL is looking for collaboration with overseas partners to achieve shared goals in critical minerals market security

## Strategic Investments

**Objective:** KABIL can make strategic investments in overseas mining companies or projects.

**Goal:** By acquiring stakes or investing in such ventures, KABIL can secure access to critical mineral reserves and establish long-term partnerships.

**Motivation:** This approach provides investment flexibility while ensuring a stable supply of critical minerals.

## Offtake Agreements

**Objective:** KABIL can enter into offtake agreements with overseas mining companies.

**Goal:** These agreements will guarantee a specific quantity or % of critical mineral production to KABIL over a defined period.

**Motivation:** This mode of investment allows KABIL to secure a consistent supply of critical minerals while providing financial support to the mining companies.

## Technology Transfer and Collaborative Research

**Objective:** KABIL can collaborate with overseas partners in technology transfer and collaborative research initiatives.

**Goal:** This can involve sharing expertise, best practices, and innovative technologies for the exploration, extraction, processing, and recycling of critical minerals.

**Motivation:** Such collaborations enhance both countries' capabilities and contribute to market security.

## Supply Chain Integration

**Objective:** KABIL can work with overseas partners to establish integrated supply chains for critical minerals.

**Goal:** This can involve coordinating activities from extraction to processing, refining, and manufacturing.

**Motivation:** By integrating the supply chain, KABIL can ensure a reliable and secure flow of critical minerals to India while supporting the development of overseas partners.

## Policy and Regulatory Cooperation

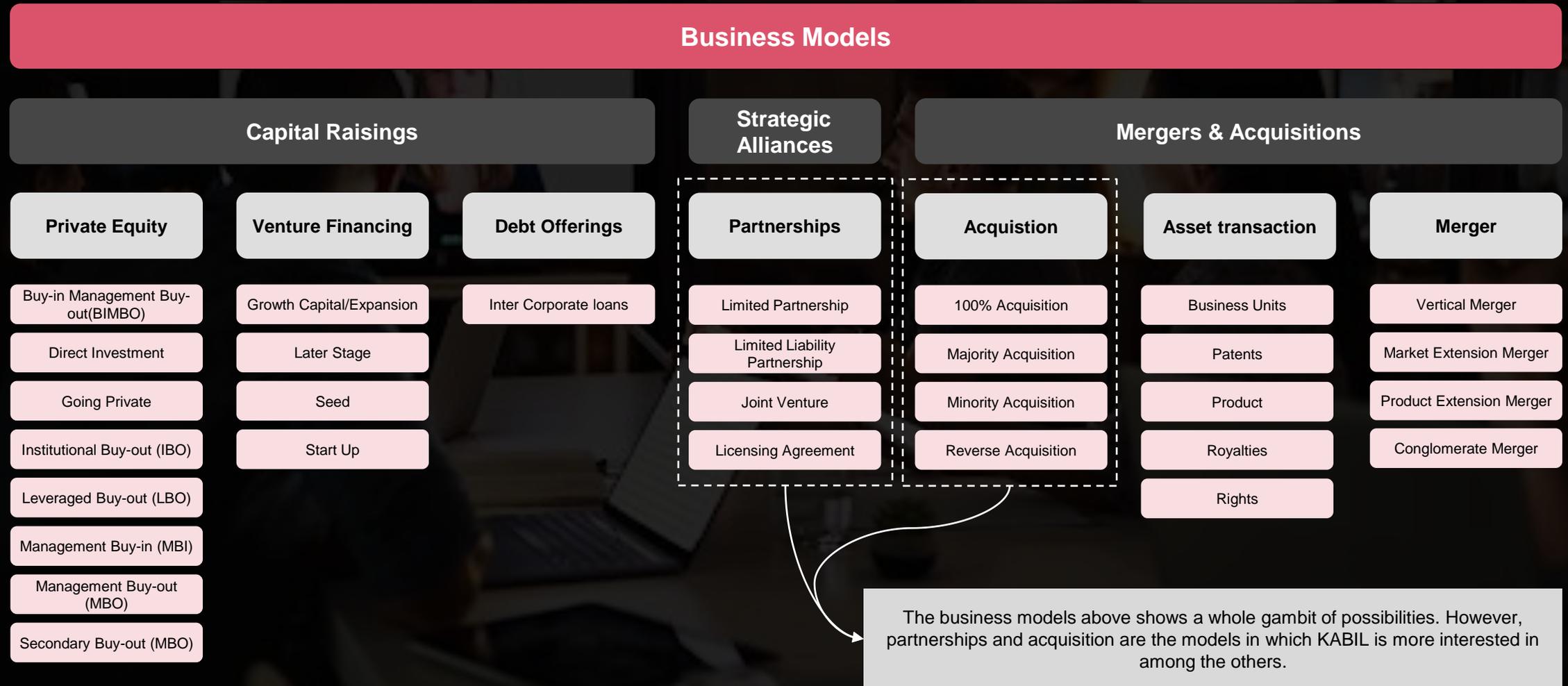
**Objective:** KABIL can collaborate with overseas partners on policy and regulatory frameworks related to critical minerals.

**Goal:** This can involve sharing information, aligning standards, and establishing mutual agreements to facilitate trade, investment, and sustainable practices in the critical minerals sector.

**Motivation:** This form of collaboration will ease both companies' legal works in each others' geographies.

← Flexible to discuss the form of Investment →

# KABIL can leverage different modes of **Investment Flexibility** to collaborate with overseas partners and achieve shared goals in the critical minerals market



# Our Value Proposition

A

## Entrusted by Govt. of India

*KABIL is the only entity “specifically mandated” by the Government of India to ensure a consistent and secure supply of critical minerals for Indian economy. This makes KABIL a credible partner and a long-term purpose driven player.*

B

## Stable and Reliable Market

*India's rapidly growing economy and industrial sector create a strong and consistent demand for critical minerals, this gives a significant growth opportunity for overseas partners, providing them with a vast customer base and potential for increased sales and revenue.*

C

## Strategic Investment and Collaboration

*By partnering with KABIL, partners gain access to capital, financial support, and market stability, allowing them to expand their operations and strengthen their financial position.*

D

## Knowledge and Technology Transfer

*This collaboration allows partners to benefit from India's skill and know-how in mineral exploration, mining, processing, and sustainable practices. It promotes innovation and enhances operational efficiency for mutual growth.*

E

## Long-Term Commitment

*KABIL's minority stake acquisitions demonstrate a long-term commitment to the partnership. This commitment ensures stability and reliability for overseas partners, encouraging them to invest in sustainable practices, infrastructure development, and capacity expansion.*

F

## Sustainable and Responsible Mining

*By partnering with KABIL, overseas partners gain access to India's focus on environmental stewardship and social responsibility. This aligns with the increasing global demand for ethical sourcing and sustainable supply chains.*

G

## Access to Indian Expertise

*Collaborating with KABIL grants overseas partners access to India's vast pool of technical expertise, research capabilities, talent pool & skilled manpower and industry networks. This opens up opportunities for joint research and development initiatives, technology transfer, and operational efficiency improvements.*

H

## Geopolitical Diversification

*Partnering with KABIL allows overseas partners to diversify their geopolitical risks. By expanding their operations to India through minority stake acquisitions, partners can reduce their dependence on any single market and mitigate potential disruptions in global supply chains.*

I

## Investment Flexibility

*KABIL offers avenues for unparalleled flexibility in investments, tailored to the requirements of partners and assets. We are aligned with multiple business models from LLP to minority acquisition and flexible financial strategies like offtake, grants Loans, etc.*

Let's  
reimagine  
together

Thank you



**KABIL**

खनिज बिदेश इंडिया लिमिटेड  
KHANIJ BIDESH INDIA LTD.



वसुधैव कुटुम्बकम्  
World is one family