

₹
656,973
CRORE
REVENUE

600
MILLION+
CONSUMERS

In a free enterprise,
the community is not just another
stakeholder in business, but is in fact
the very purpose of its existence.

- Jamsetji Tata



₹
27,346
CRORE
PROFIT
AFTER TAX

695,699
EMPLOYEES

3.98
MILLION
SHAREHOLDERS

150+
COUNTRIES

66%
OF PARENT COMPANY
TATA SONS' EQUITY
SHARE CAPITAL HELD BY
PHILANTHROPIC
TRUSTS

150
YEARS

The figures are aggregated for Tata companies for the financial year ended March 31, 2017.

LEADERSHIP WITH TRUST - SINCE 1868



Welcome to 111th Annual General Meeting

Presentation to Shareholders

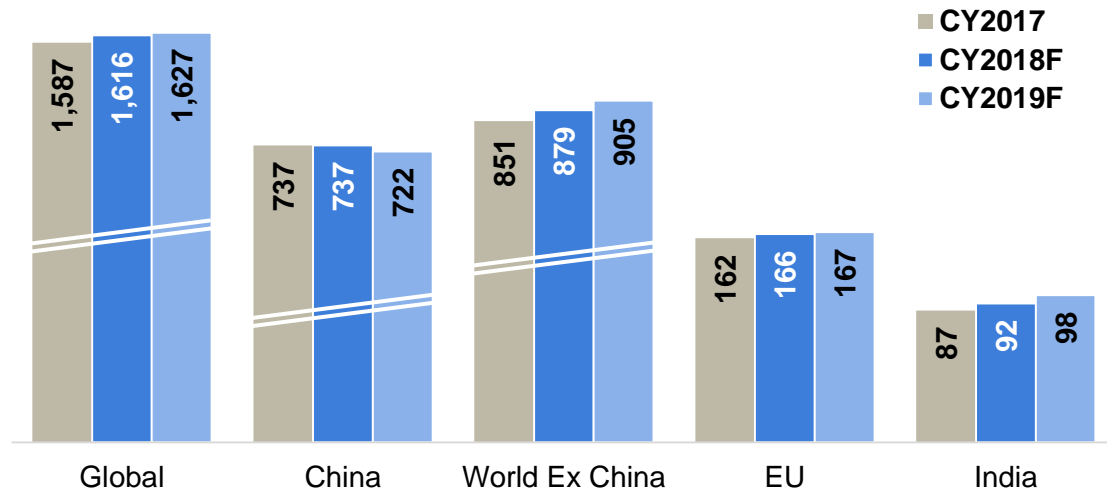
July 20, 2018

Statements in this presentation describing the Company's performance may be "forward looking statements" within the meaning of applicable securities laws and regulations. Actual results may differ materially from those directly or indirectly expressed, inferred or implied. Important factors that could make a difference to the Company's operations include, among others, economic conditions affecting demand/supply and price conditions in the domestic and overseas markets in which the Company operates, changes in or due to the environment, Government regulations, laws, statutes, judicial pronouncements and/or other incidental factors.

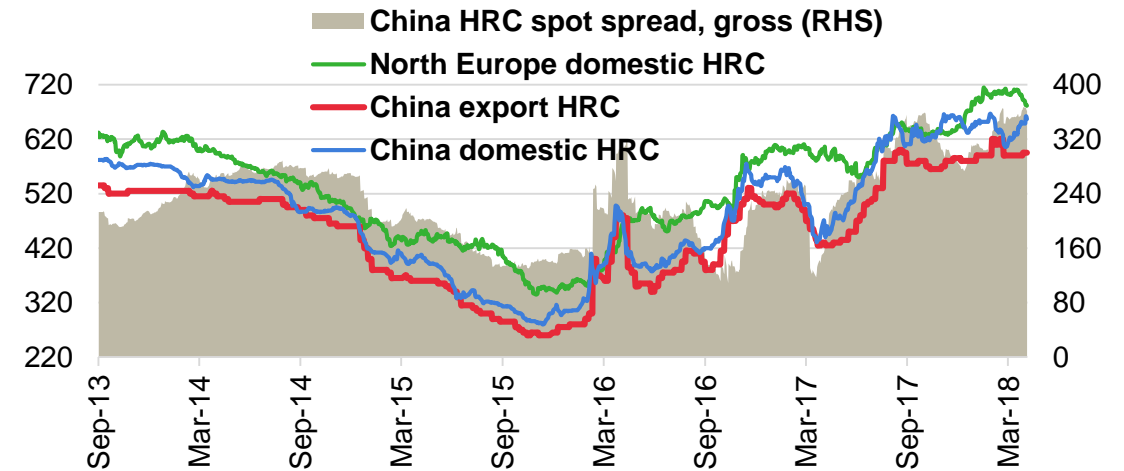
FY18 saw steel spreads expansion with favourable steel supply-demand balance

- Economic growth outlook strengthened and became more broad based
- Global steel prices remained buoyant; Steel spreads witnessed improvement with favourable demand-supply balance
- In India, domestic steel prices increased with improved demand; further supported by favourable regional price sentiments

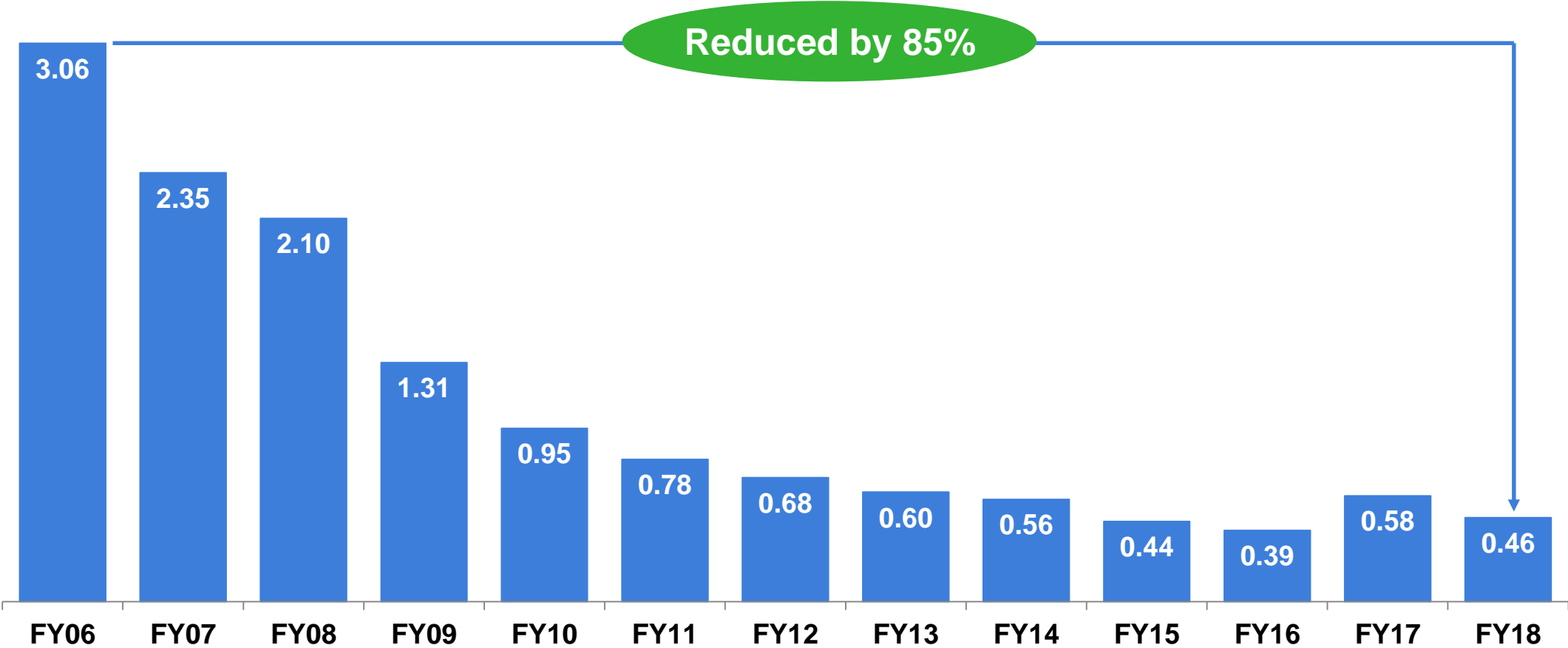
Finished steel demand growth forecast (in mn tons)



Global HRC Prices and gross spread¹ (US\$ per ton)



Source: World Steel Association and Bloomberg, 1. China HRC Export - China Weekly Hot Rolled Steel 3mm Export Price Shanghai, North Europe Domestic HRC - PLATTS TSI HRC N Europe Domestic Prod Ex-Mill, China Domestic HRC - China Domestic Hot Rolled Steel Sheet Spot Average Price, China HRC spot spreads =China HRC exports – (1.65 x Iron Ore Spot Price Index 62% + 0.7x SBB Premium Hard Coking Coal)



Tata Steel group – Lost Time Injury Frequency Rate*

* Per million man hours worked

Engaging with neighbouring communities and improving their quality of life

TATA STEEL



Spent more than Rs.232 crores in FY18 and more than Rs.1,000 crores over the last five years in India on:

- Education,
- Health & Sanitation,
- Livelihoods,
- Youth empowerment,
- Physical infrastructure,
- Ethnicity



Capital invested on environment projects in last 10 years > Rs. 2500 crores



>100 years of inclusive growth in partnership with communities



Structured long term interventions for sustained impact in areas we operate



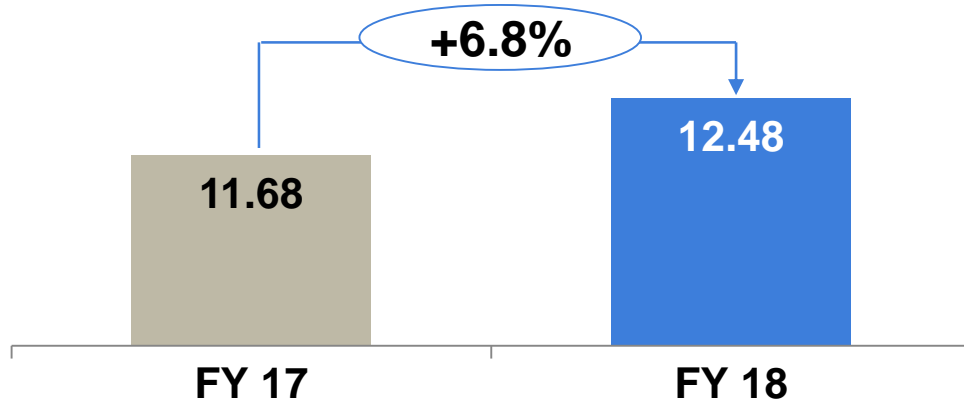
Efficient use of resource through superior design & operating philosophy



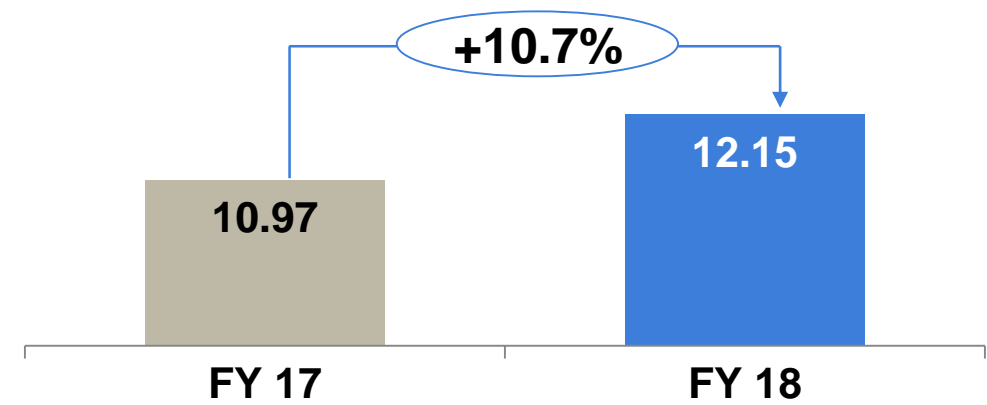
Sustained efforts to mitigate impact on the environment

Note: Above mentioned data is for Tata Steel Jamshedpur Operations

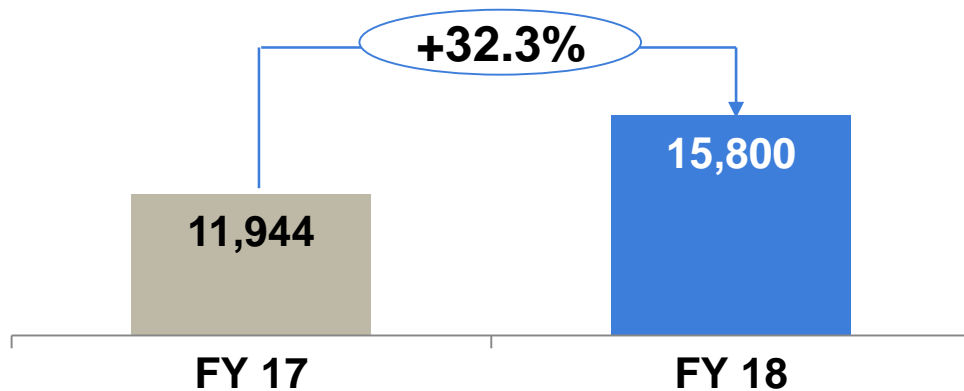
Crude steel production volume (mn tons)



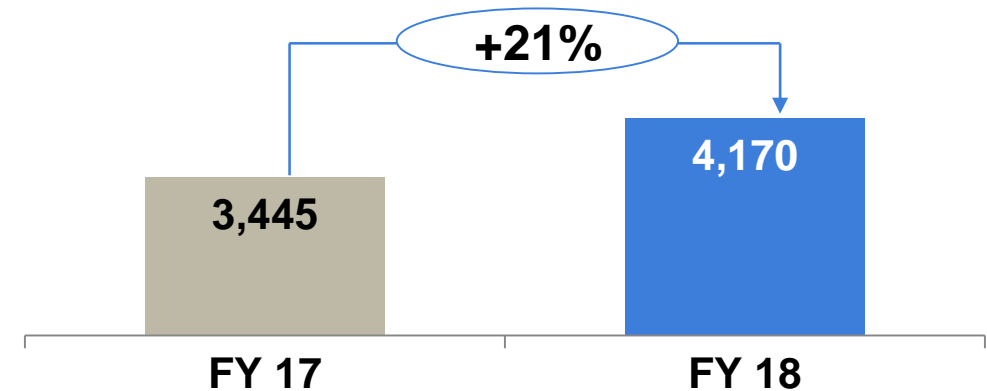
Sales volume (mn tons)



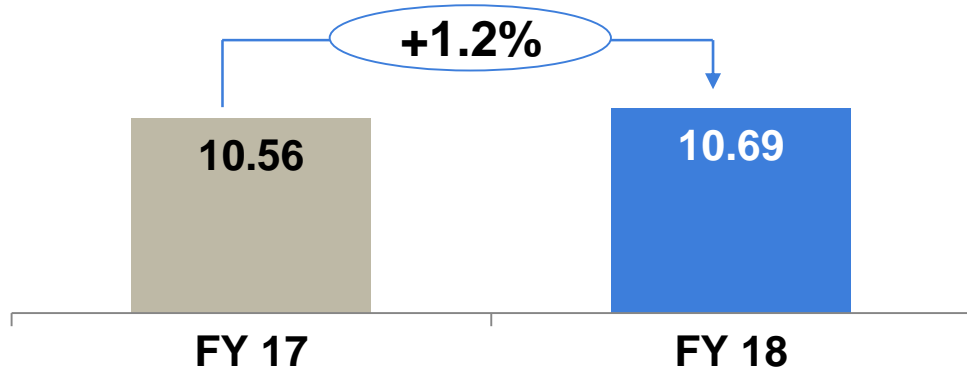
EBITDA (Rs. Crores)



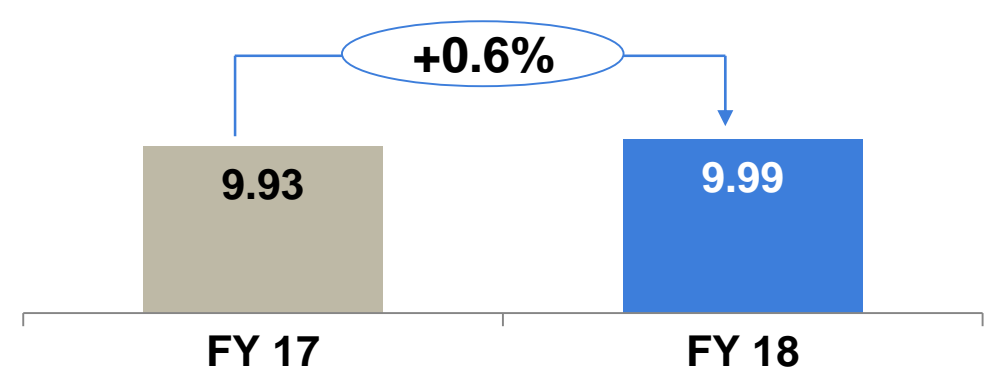
PAT (Rs. Crores)



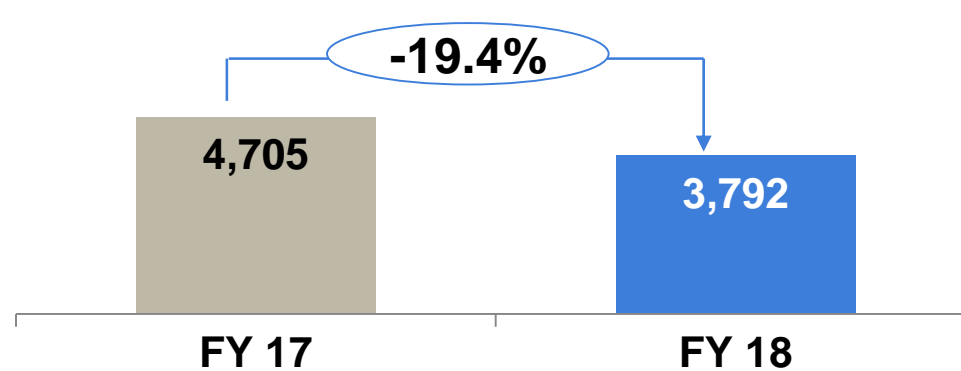
Liquid Steel Production Volume (mn tons)



Saleable Steel Sales Volume (mn tons)

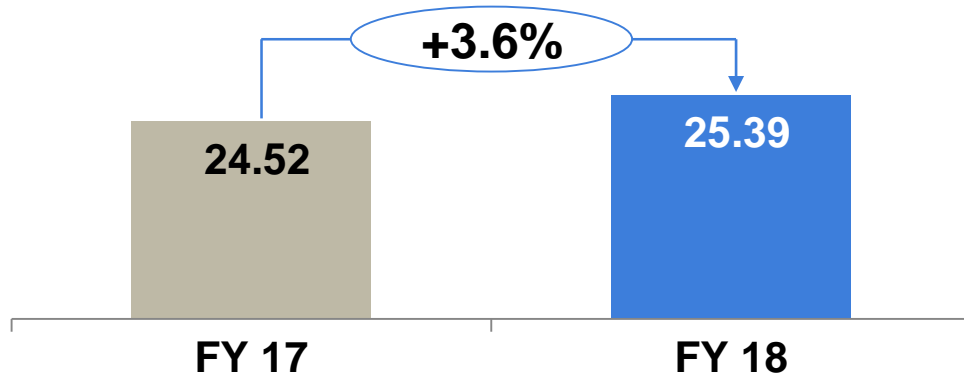


EBITDA (Rs. Crores)

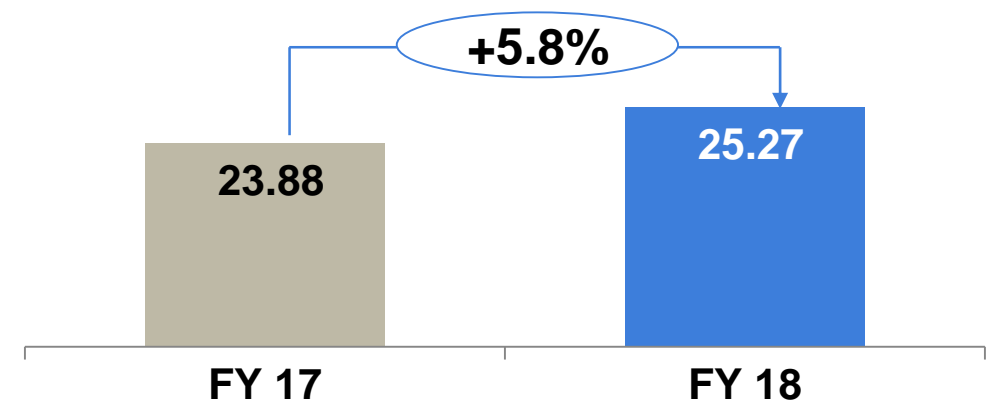


Tata Steel consolidated operating and financial highlights

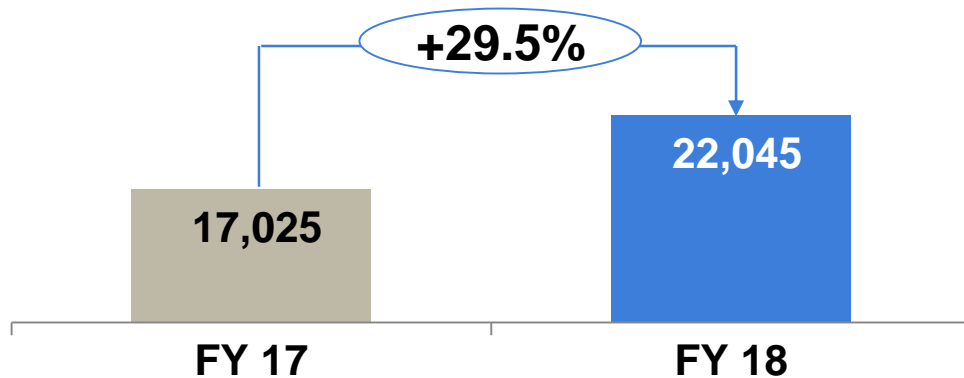
Production volume (mn tons)



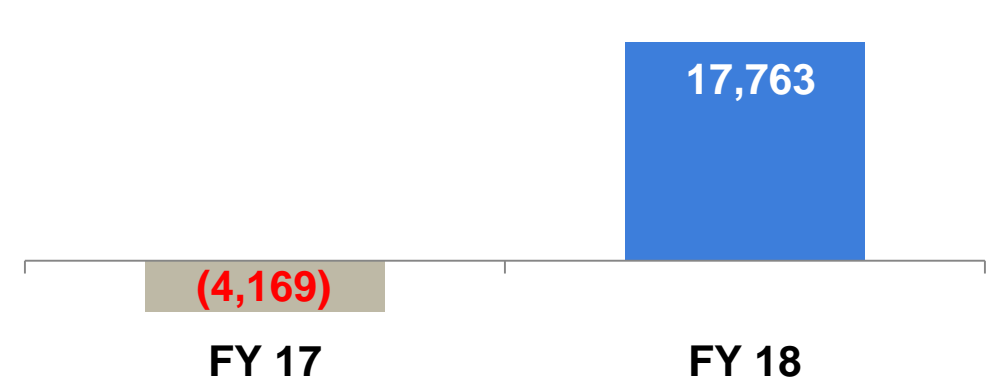
Sales volume (mn tons)



EBITDA (Rs. Crores)



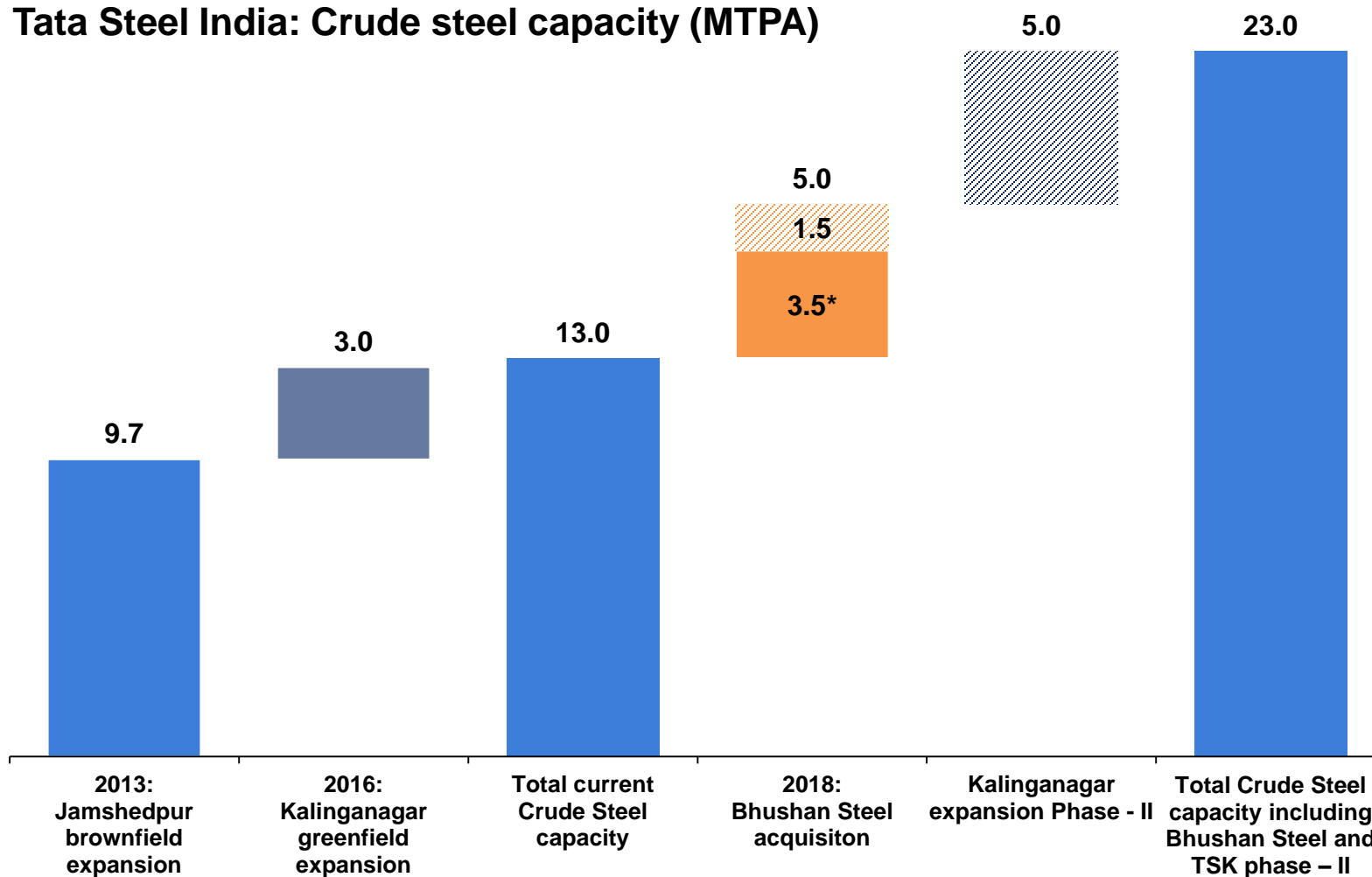
PAT (Rs. Crores)



Production numbers for consolidated financials are calculated using Crude steel for India, Liquid steel for Europe and Saleable steel for SEA

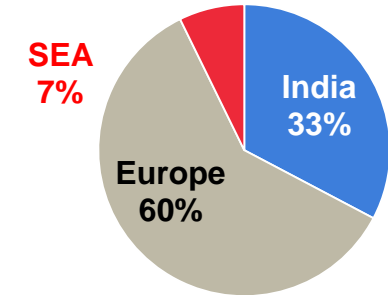
Committed to value accretive growth in India

Tata Steel India: Crude steel capacity (MTPA)

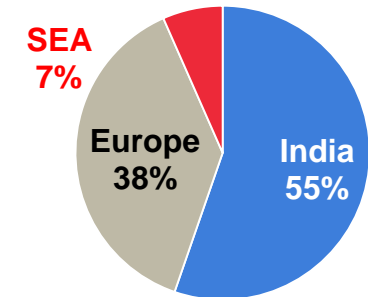


*current capacity utilization level

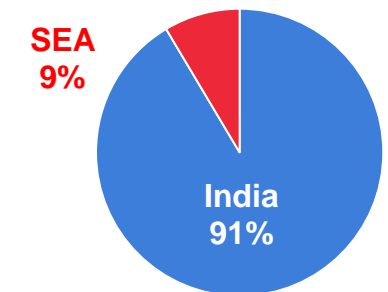
Capacity in 2013: 29.65 MTPA



Current capacity (including Bhushan Steel): 32.55 MTPA



Capacity post European JV, including Bhushan Steel and TSK phase – II: 25.15 MTPA



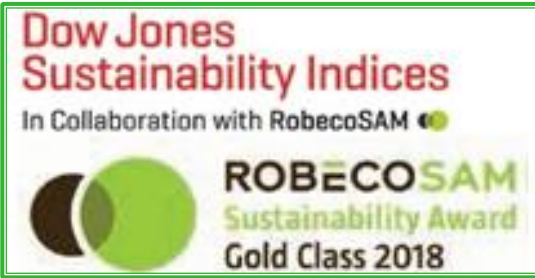
Bhushan Steel acquisition

- ✓ Expanding strategic footprint in Odisha
- ✓ Value accretive inorganic growth opportunity
- ✓ Strengthening customer segments across automotive, appliance, tubes, general engineering and fabrication
- ✓ High proportion of value added products
- ✓ Monetising raw material assets

thyssenkrupp Tata Steel JV

- ✓ 50:50 joint venture
- ✓ A strong #2 European steel player
- ✓ Robust capital structure
- ✓ Annual synergies of €400-500 mn
- ✓ Potential for an IPO
- ✓ TSE deconsolidation to help Tata Steel deleverage

Awards and Accolades



- ✓ Prime Minister's Trophy for 'Best Integrated Steel Plant' for the assessment years 2014-15 and 2015-16
- ✓ Tata Steel Ltd and Tata Steel Europe recognized by WSA as Sustainability Champion for 2017
- ✓ Awarded the Gold Class rating in the steel sector in the DJSI Corporate Sustainability Assessment 2017
- ✓ 'Asia's Best Integrated Report' award by the Asia Sustainability Reporting Awards 2017
- ✓ 'Most Ethical Company' award for the sixth time in the Mining, Metals and Minerals category
- ✓ 'Golden Peacock HR Excellence Award' for the year 2017 by the Institute Of Directors (IOD), India
- ✓ CII Environmental Best Practices Award under the Most Innovative Project category

“ Journey Continues...
We value your inputs and suggestions.”

Tata Steel Limited

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Website: www.tatasteel.com



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