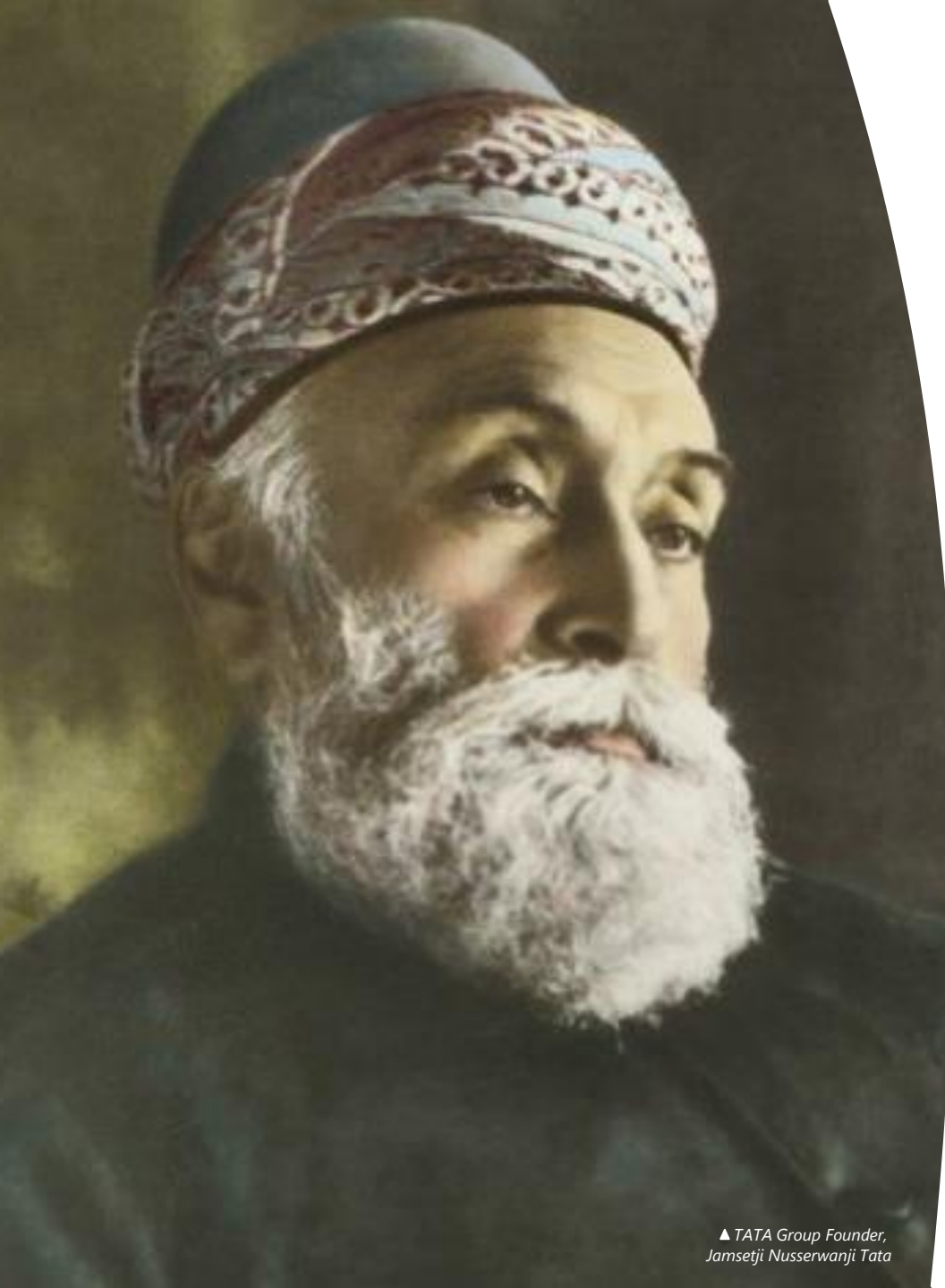


TATA STEEL



**TATA STEEL
CORPORATE PRESENTATION**



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

- **Jamsetji Nusserwanji Tata**
(*Founder, Tata Group*)
(1839-1904)

▲ TATA Group Founder,
Jamsetji Nusserwanji Tata



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Tata Group Overview

Tata Steel Group Overview

Journey of Excellence

Sustainable Value Chain

Customized Solutions

Global Operations

Brand Portfolio

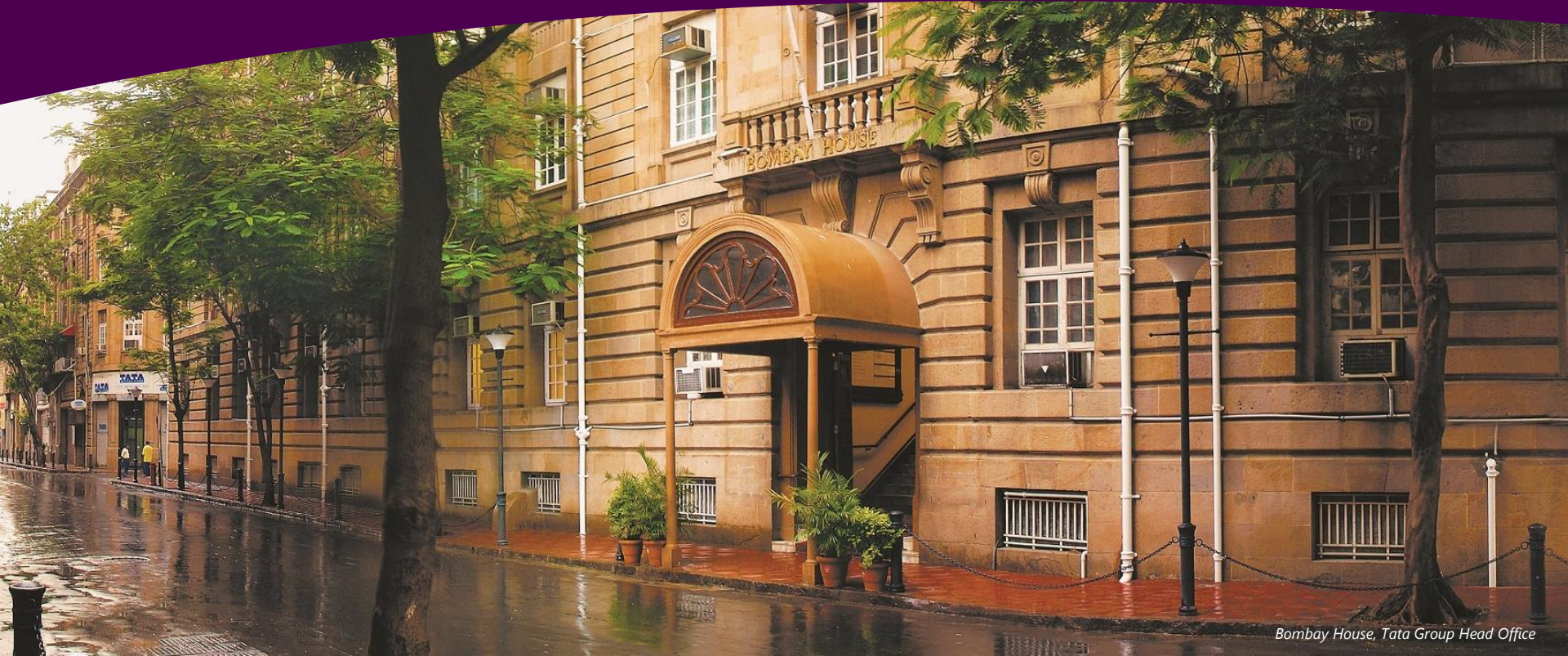
The Big Picture

Group Companies

TATA STEEL



TATA GROUP OVERVIEW



Bombay House, Tata Group Head Office



30 companies across
10 business verticals



706,511
employees



> 100 countries across
6 continents where we operate



₹1,111,414 cr
Group Market Capitalisation

*Data from Tata Group Business Profile
(As of March 31, 2019)

A GLOBAL LEADER

Tata Communications

International voice (wholesale)



1st

Market Cap & Profit

Volume

2nd



Tata Consultancy Services

IT Services

Tata Global Beverages

Tea Products



2nd

World Steel Ranking

World Manufacturer and Distributor of tea

11th



Tata Steel

Steel

Tata Chemicals

Soda Ash



2nd

Production and Capacity

Top 10

Truck and Bus Manufacturer



Tata Motors

Buses and trucks

And many others:



Tata Power



Taj



Titan



Tata Technologies

AN ENDURING VALUE SYSTEM



Excellence



Responsibility



Unity



Pioneering



Integrity

LED BY VISIONARIES



Jamsetji N Tata
Chairman (1868–1904)



Sir Dorabji Tata
Chairman (1904–1932)



Sir Nowroji Saklatwala
Chairman (1932–1938)



JRD Tata
Chairman (1938–1991)



Ratan N. Tata
Chairman (1992–2012)
Interim Chairman (October 2016 – November 2016)
Chairman Emeritus (2012–2016/2017 onwards)



Cyrus P Mistry
Chairman (2012–2016)



Natarajan Chandrasekaran
Chairman (2017 onwards)

TATA STEEL



TATA STEEL GROUP OVERVIEW



INSPIRING STEEL FACTS



50% LPG cylinders in India are made from Tata Steel HR coil



50% of UK car makers fulfil their steel requirements from Tata Steel UK



Nearly all the 1p, 2p, 5p and 10p coins in the UK are made from steel made at Port Talbot plant



Nearly every Gillette blade worldwide contains Tata Steel Chrome



75% of Singapore's scrap is consumed and recycled by NatSteel



Every 4th stainless steel utensil in India is made from Tata Steel chrome ore





Almost every model in automotive has some steel from Tata Steel



4 Million Households served by Tata Steel retail brands (Tata Tison, Shaktee, Durashine)

A GLOBAL CONGLOMERATE

 **11th** largest steel producer in the world (crude steel capacity)

 **33 MnTPA**
annual crude steel capacity

 **> 65,000** employees
spread across 5 continents

 **₹157,669 cr**
consolidated turnover

(As of March 31, 2019)

A JOURNEY OF EXCELLENCE



8-hour work day was introduced

1912

1920

Leave with pay and Workers' Provident Fund Scheme introduced in India

1907

Tata Steel was established

Tatanagar Tank for WW II manufactured

1943

1980

Crude Steel production 2 MnTPA

Received Prime Minister's trophy for the 'Best Integrated Steel plant' for the first time

1994

London-based steel manufacturer Corus Group acquired

2007

Acquired Millennium Steel in Thailand

2012

The Deming Grand Prize

Best Companies to Work for by Business Today

2016

Global Industry Leader Award in the Dow Jones Sustainability Index

Acquisition of Bhushan Steel Ltd
Worldsteel Steel Sustainability Champion
DJSI Global Steel Industry Leader

2018

2017

Crude Steel production 23.8 MnTPA

'World's Most Ethical Company Award' 2017 - Recognised for the fifth time by Ethisphere, USA

India's 1st Steel Company to receive 'Greenco Platinum Rating' by CII Green Building Council

1.1 Million lives touched in FY17 through initiatives under CSR

2019

Tata Steel subsidiary Tata Sponge acquires steel business of Usha Martin



LED BY

Board of Directors



Natarajan
Chandrasekaran



Mallika Srinivasan



OP Bhatt



Dr Peter Blauwhoff



Aman Mehta



Deepak Kapoor



VK Sharma



Saurabh Agrawal



Koushik Chatterjee



TV Narendran

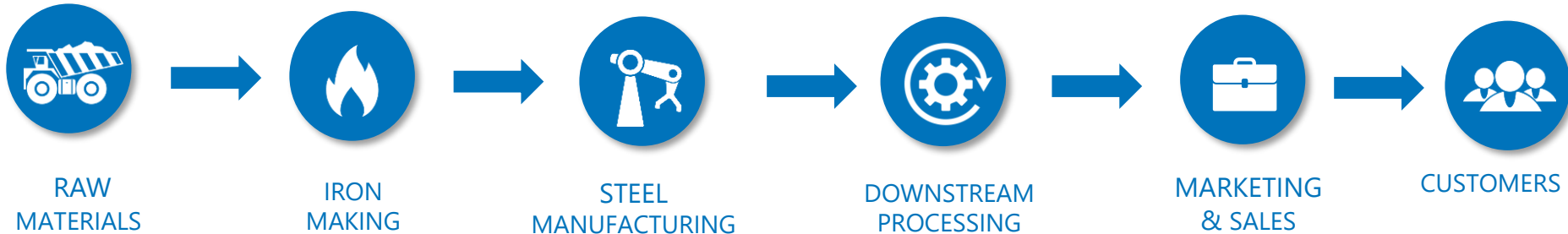
TATA STEEL



SUSTAINABLE VALUE CHAIN



TATA STEEL VALUE CHAIN



Enabling Raw Material Self Sufficiency

- Presence of captive mines enable un-interrupted supply of raw materials, and help to maintain cost competitiveness and efficiencies
- Reduction in the consumption of iron ore, coal and fluxes and the energy required for reducing each tonne of hot metal is at the core of technological research in iron making



Ensuring Sustainability

- Tata Steel over the years, has undertaken extensive research in making the process of steel making more energy efficient, economically viable and environmentally sustainable

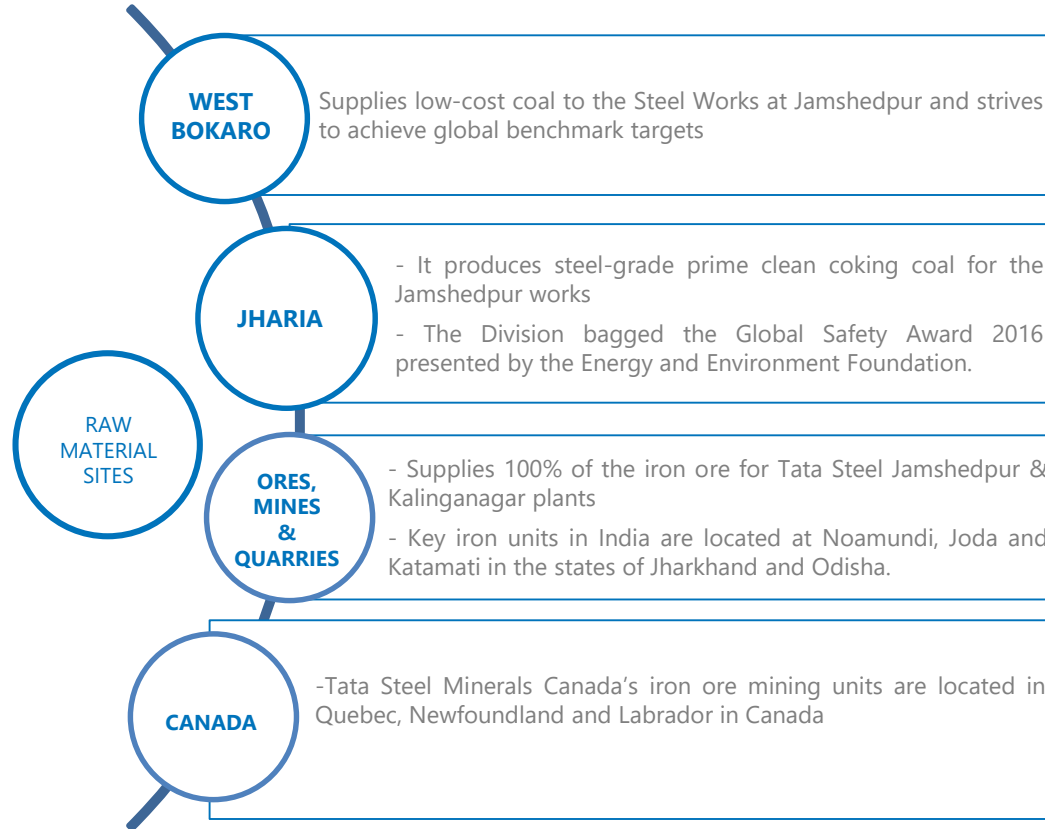
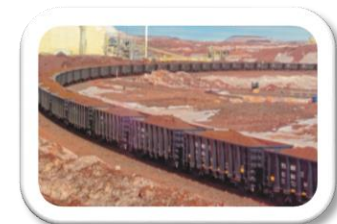
Driving Profitability

- Value-added downstream products such as hot rolled, cold rolled and coated steel, rebars, wire rods, tubes and wires make for profits centres at Tata Steel

Developing Solutions

- Tata Steel has embarked on a mission to provide dedicated distribution network and innovative product solutions. Based on market requirements, Tata Steel has innovated several solutions that have resonated with its growing customer base

RAW MATERIALS



Sustainable Mining

The company ensures sustainable mining by ensuring raw material efficiency & conservation through advanced technologies

(Data as of March 31, 2017)

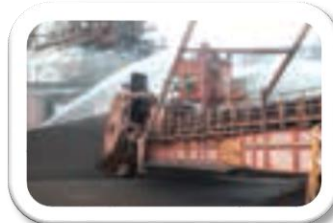
IRON MAKING



Hot Metal Production in FY 19
• India – 14.24 MnT



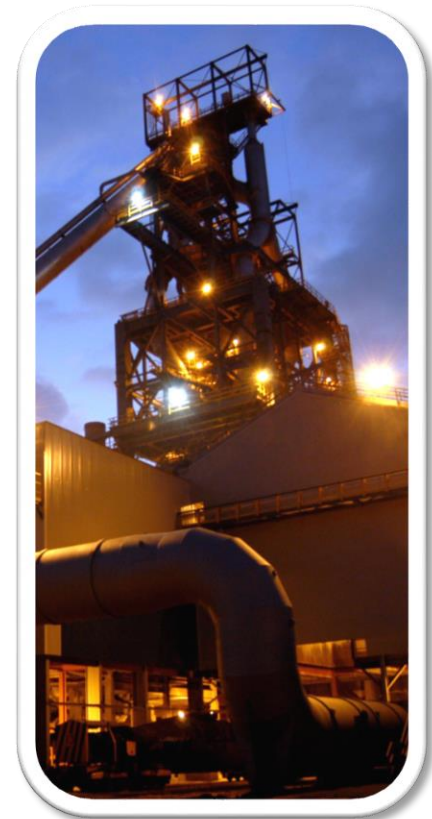
SINTER MAKING



PELLET MAKING



COKE MAKING



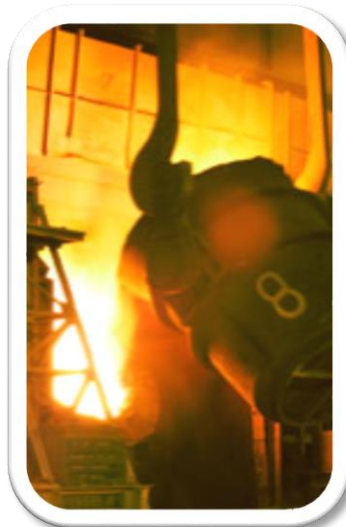
BLAST FURNACE

STEEL MAKING



- Crude Steel Production for the on standalone basis in FY 19 was 13.23 MnT
 - Reduction in transition losses using optimisation models in steel making
 - The model identifies best possible grade/chemistry to be produced, checks the order availability, and guides the steel maker to modify the plan accordingly
- This model has helped in reducing the transition losses by ~40-50% thus increasing the utilisation of available capacity

LD FURNACE



BILLET CASTER



WIRE ROD MILL



SLAB CASTER



HOT STRIP MILL



DOWNSTREAM PROCESSING

(Data as of March 31, 2019)

TATA STEEL



CUSTOMISED SOLUTIONS



Solar Panel, Ijmuiden

INDIA



PRODUCT RANGE

- Hot Rolled Coil
- Cold Rolled Coil
- Galvanised coil
- Wire Rod
- Coated Coil
- Rebar
- Wires
- Tubes

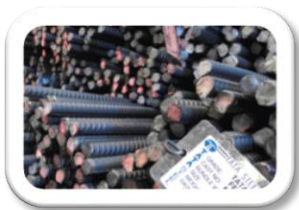


KEY MARKET SEGMENTS

- Construction
- Automotive
- General Engineering
- Industrial Products
- Agriculture



KEY BRANDS



EUROPE



PRODUCT RANGE

Flat products

automotive products

- Hot Rolled
- Direct Rolled
- Metallic Coated
- Electrical Sheets

Long products

- Steel Bars
- Tubes

Solutions

- Walls
- Ancillaries
- Purlins and C21 ladding
Rails
- Roof

Services

- Consulting



KEY MARKET SEGMENTS

- Sporting Ammunition
- Electrical
- Automotive & Fluid Handling
- Household Products
- Office Products
- ICT Product



KEY BRANDS

- Ymagine
- MagiZinc
- Colorcoat
- ComFlor
- Protact
- Trisobuild
- Coretinium



SOUTH EAST ASIA

SINGAPORE



PRODUCT RANGE

- Rebar
- Wire Rod
- Cut and Bend Solution
- Welded Mesh
- Bored Pile
- Pre-fabricated cages



KEY MARKET SEGMENTS

- Large Pile Caps
- Basement Heavy Slabs, RC Walls, MRT Stations (UG / AG)
- Cut & Cover Tunnels
- Roads and Bridge Decks

THAILAND



PRODUCT RANGE

- Rebar
- Wire Rod
- Cut and Bend special bars
- Small sections



KEY MARKET SEGMENTS

- Construction



KEY BRANDS



TATA STEEL



GLOBAL OPERATIONS



INDIA OPERATIONS - JAMSHEDPUR



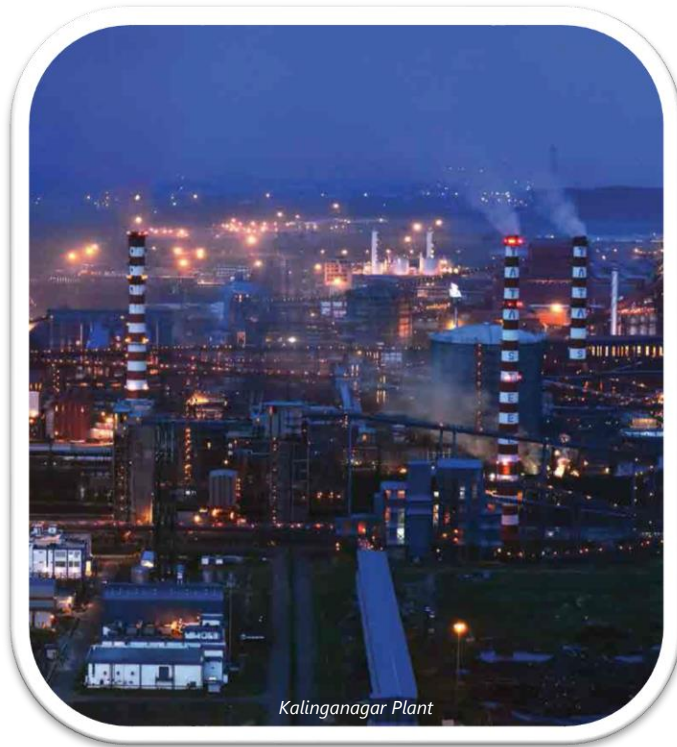
- Tata founded India's first Steel City, now Jamshedpur
- India's First integrated plant established in 1907
- Crude Steel capacity in FY19 – 10MnT

SUBSIDIARY COMPANIES IN JAMSHEDPUR

- Indian Steel & Wire Products Limited (ISWP)
- Jamipol
- Tata Bluescope Steel
- The Tinsplate Company of India Limited (TCIL)
- Tata Pigments
- Jamshedpur Continuous Annealing and Processing Company Private Limited (JCAPCL)
- Tata Metaliks Limited

(Data as of March 31, 2019)

KALINGANAGAR



- Second largest integrated steel plant in India
- 3 MnTPA crude steel production capacity
- Tata Steel Kalinganagar has achieved the fastest ramp-up in a Greenfield project in India. Crude steel production in FY2019 was 3.001 MnTPA
- Has largest Blast furnace in India - 4330 cubic metres
- 100% by-product based power generation leading to reduction in carbon footprint
- Plant designed for zero liquid discharge
- New technologies such as Granshot system & CAS-OB have been introduced for economical and eco-friendly steel-making

(Data as of March 31, 2019)

GOPALPUR



FERRO CHROME PLANT

- Installed capacity of 55,000 tonnes per annum
- World-class technology and automated systems
- The briquetting plant, a plant of the Ferro-chrome plant has the unique feature of a blending ore facility



UPCOMING MULTI-MODAL INDUSTRIAL PARK

- The Industrial Park, spread over 2,970 acres, includes 1,235 acres of notified multi-product SEZ
- The Industrial Park will primarily attract investments in steel and allied downstream industries, engineering, chemicals and other emerging sectors.

DOWNSTREAM BUSINESS UNITS



Tata Steel Global Wires

Annual Production – 0.32 MnT
Market Share – 14%
Turnover – \$259.93 Mn



Industrial By-products Management Division (IBMD)

Annual Production – 14 MnT
Turnover - \$458.71 Mn



Tata Tubes

Annual Production – 0.48 MnT
Market Share – 14% (ERW Tubes category)
Turnover - \$378.44 Mn



Tata Bearings

Annual Production – 38.5 Mn No.s
Market Share – 12% in two wheeler market
Turnover – \$29.81 Mn



Tata Growth Shop (TGS)

Turnover – \$39.14 Mn



Ferro Alloys and Minerals Division (FAMD)

Annual Production – 1.49 MnT
Domestic Market Share – 40% for ferro chrome
Turnover – \$623.08 Mn



Tata Agrico

Annual Production – 12 Mn No.s
Market Share – 30% in Agriculture & Garden tool
Turnover – \$28.74 Mn

EUROPE OPERATIONS



- Tata Steel Europe is the second largest steel producer in the continent
- Crude steel production capacity of 12.4 MTPA in Europe
- Includes two primary steel-making sites. IJmuiden in the Netherlands and Port Talbot in South Wales
- FY 18 Sales – £ 7.07 Bn
- Tata Steel's Tubes business in Europe is a leading supplier of hot finished and cold formed steel tubular products
- 30% of Tata Steel UK's sales by revenue comes from the construction sector

* Above figures are on continuing operation basis

(Data as of March 31, 2019)

SOUTH EAST ASIA OPERATIONS



NatSteel Singapore Plant



NATSTEEL SINGAPORE

- Market Leader in Construction Steel
- **Deliveries in FY 18 – 1,254 Kilo Tonnes**
- **Turnover in FY18 - ₹5,900 crore**
- Has one of the world's largest downstream rebar fabrication operations
- Focus on recycling – the plant consumes 75% of the scrap produced in the city
- Only steel company in Singapore with integrated upstream & downstream operations



Thailand Plant



TATA STEEL THAILAND

- Largest producer and distributor of long steel products in Thailand
- **Deliveries in FY 18 – 1,154 Kilo Tonnes**
- **Turnover in FY 18 - ₹5,120 crores**
- 90% produce is consumed by the domestic market
- Operates as a holding company with shareholding in 3 subsidiaries

(Data as of March 31, 2019)

BRAND PORTFOLIO



INDIA



BRAND PORTFOLIO

Continuous de-commoditization of steel by improvement in product and service portfolio, along with success in value creating initiatives for customers, has led to the Company's unique position to serve global growth markets

The brand portfolio for India includes the following logos:

- nest-in**: A Tata Steel Construction Solution Initiative
- durashine**: TATA BLUESCOPE STEEL
- TATA AGRICO**: A bond of trust
- Galvano**: Value Redefined
- TATA ASTRUM**: HR SHEETS AND COILS
- TISCON SUPERLINKS**: READYMADE STIRRUPS
- TATA SILCOMAG**: Bringing Strength to Steel. From Alloys from Tata Steel
- TATA Wiron**: baandhe rishton ke taar
- TATA SHAKTEE**: LIVE WITH PRIDE
- TATA STRUCTURA**: STEEL HOLLOW SECTIONS. THE SHAPE OF THINGS TO COME
- TATA TISCON**: JOY OF BUILDING
- TATA Steelium**: CR Sheets and Coils. Helps shape your dreams
- TATA Wiron**: baandhe rishton ke taar
- PRAVESH**: A TATA STEEL PRODUCT
- CYAN**: A TATA STEEL PRODUCT
- TATA BEARINGS**: Happiness depends on little things
- TATA PIPES**: FLOW OF LIFE
- TATA nirman**: Insaat Ki Saagor
- TATA AGGRETO**: Super strength. Better value.
- Steel n Style**: A TATA STEEL PRODUCT

MARKET PRESENCE



Automotive Sector We move India

- Almost every vehicle model in India's automobile sector has some steel from **Tata Steel**
- Every 3rd tyre made in India makes use of bead wires from **Tata Steel Global Wires**
- 3 out of 4 medium and heavy commercial vehicles run on chassis which is made with **Tata Steel Hot Rolled Steel**



Infrastructure Development We fortify shelters and the nation

- Every 2nd major infrastructure project in India uses **Tata Structura - Steel Hollow section**
- Two-third of metro rail, flyovers and bridges are built on high-strength wire strands from **Tata Steel Global Wires**
- 1 out of 3 Galvanised Sheet roofs in rural India is made with **Tata Shaktee**
- 4 Million Households served by Tata Steel retail brands **Tata Tiscon, Shaktee, Durashine**



Agriculture

We assist hands that toil hard

- Every 3rd agricultural hand tool comes from **Tata Agrico** product range
- Every 3rd borewell in India uses **Tata Pipes**
- 80% of India's grapes grow on **Tata Wiron**

PRODUCT SOLUTIONS AND SERVICES



NEST-IN
(Mass housing solution)



WATER ATM



STEEL N STYLE



CYAN



PRE FAB HOUSING



PRAVESH DOORS
(Steel doors with elegance of wood)



MOBINEST PORTABLE CABIN



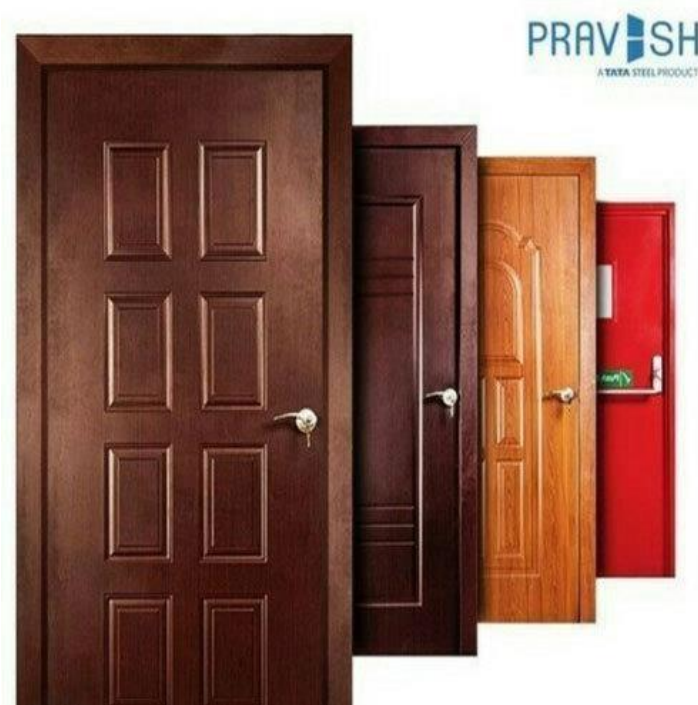
TATA STRUCTURA STUDIO

A GROWING MARKET SHARE



- Venturing into developing solutions has massively expanded the scope of business for Tata Steel
- 114 new products in India in FY19*
- Branded products annual sales grew ~3% YoY in FY19
- Turnover from Tata Pravesh Doors and Windows increased by ~80%

** New product is defined as product developed at Tata Steel through new processes and technology and then commercialised*

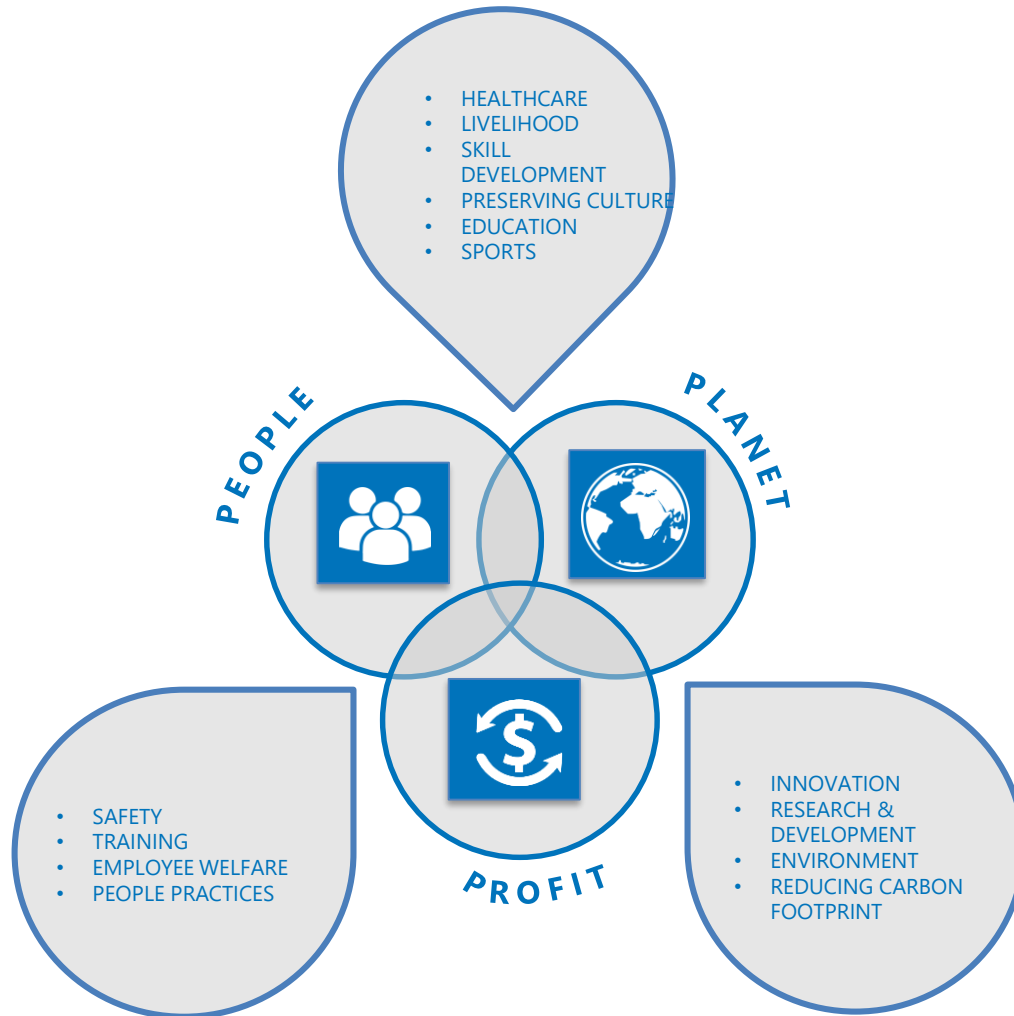


TATA STEEL



THE BIG PICTURE







LIVELIHOOD

- 20,738 farmers touched through agriculture productivity techniques and allied activities in FY19
- ~10,000 women empowered through SHGs in 95 gram panchayats



SKILL DEVELOPMENT

- ~2,000 youth placed or self-employed after receiving training at technical education institutes
- >1,25,000 students benefited from Tata Steel Rural Development Society's school programmes



HEALTHCARE

- Maternal and New born Survival Initiative (MANSI) Project has reduced the neonatal mortality rate by 44% in FY19
- Regional Initiative for Safe Sexual Health by Today's Adolescents (RISHTA) reached out to >15,000 youth
- >3,800 cataract patients were operated upon in FY19 through outreach clinical healthcare services



(Data as of March 31, 2019)



SPORTS

- Over 40,000 engaged through different sports activities
- Tata Steel Chess India launched in November 2018
- Almost 4,200 tribal youth of Jharkhand and Odisha engaged through tribal sports in FY19



PRESERVING CULTURE

- Almost 16,480 students of Jharkhand and Odisha enrolled in 317 language centres providing instructions in 6 tribal languages
- Created 'Rhythms of the Earth', a pan-India tribal musical group comprising 75 members from 5 states covering 14 tribes
- 6 regional editions of Samvaad held across India. 1,680 tribals representing 99 tribal communities, delegates from 27 Indian states and 17 countries attended the Samvaad 2018 event



EDUCATION

- >1,50,000 students covered in Odisha and Jharkhand
- 3 new Masti ki Pathshalas created in FY19 in Jamshedpur – total 4 schools catering to 50 girls and 260 boys
- >3,300 students received scholarships under Jyoti Fellowship in Jharkhand and Odisha



ENVIRONMENT

- Featured among Top 7 integrated steel companies globally in CDP 2018
- YoY reduction in specific water consumption stood at ~8.5% for TSJ and ~10% for TSK
- 100% LD slag utilisation at
- Planted over 2 lakh saplings of native species across raw material locations
- Diversity of native species used for plantation activities increased by 22%
- Tata Steel Jamshedpur is the Indian benchmark for CO2 emission intensity at 2.29 tCO2/tcs



SAFETY AND HEALTH

- ~26% reduction in high-potential incidents
- Sustained Zero fatalities inside plant premises for the last four years across Tata Steel as of FY19
- 56% reduction in road LTI over Financial Year 2017-18
- 12,366 contract workforce (10,594 workers and 1,772 supervisors) trained and certified in safety risk management
- Safety and Health Excellence Recognition 2018 by World Steel Association

(Data as of March 31, 2019)



Mentorship programme are undertaken for better experience and performance



PEOPLE PRACTICES

- ₹132.87 crore investments in employee training and development in FY19
- Mosaic-a diversity and inclusion campaign that emphasises meritocracy, gender diversity, creates friendly infrastructure for differently-abled employees and seek to increase the number of women in senior leadership
- 32% of management trainees hired from top business schools are female, a result of our diversity-focused recruitment processes
- Employee productivity at TSJ was 748 tcs/employee/year and at TSK was 1,054 tcs/employee/year in FY19



R&D facilities across the globe develop products and solutions as per customers' changing needs

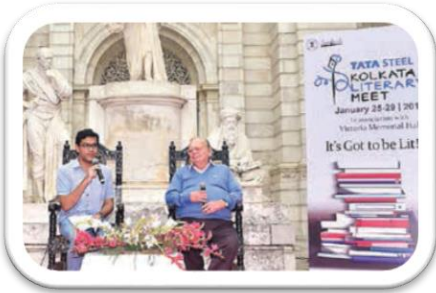


INNOVATION

- R&D function has over 200 researchers and collaborations with 40 institutes
- Research facilities with latest laboratories such as APERTA (Thermochemical Simulation), enGENE (Biotechnology Solutions), PEARL (Product Forming and Performance Research), SeFondre (Welding) and Reynolds (Mathematical Modelling)
- ₹216 crore spend on R&D in FY19
- 72 patents granted in FY19

(Data as of March 31, 2019)

 **COMMUNITY OUTREACH**



Kolkata Literary Meet



Mind Over Matter Finale



Bhubaneswar Half Marathon



Kolkata 25K Run



Samvaad - A Tribal Conclave to revive, preserve and promote tribal culture



Bhubaneswar Literary Meet

TATA STEEL



GROUP COMPANIES



Hot Mill, IJmuiden, The Netherlands



JUSCO (Jamshedpur Utilities and Services Company Limited)

- Managing civic amenities and urban resources efficiently and responsibly so as to make them available and affordable for the end consumer
- **Annual Turnover- \$ 115.188 Mn**



Tata Steel Processing and Distribution Limited (TSPDL)

- Offering Steel distribution services
- **Annual Production** - Tolling - 1363 KT | Distribution - 514 KT | Total - **1.88 Million MT**
- **Annual Turnover- \$361.643 Mn**



Tata Pigments Limited

- Largest producers of synthetic iron oxide pigments in India and the only Indian manufacturer of this product with BIS certification
- **Annual Production- 19045 MT/KL**
- **Annual Turnover- \$ 16.015 Mn**



Tinplate Company of India Limited (TCIL)

- Packaging solutions for edible and inedible products
- **Annual Production - 332084 MT**
- **Annual Turnover - \$124.251 Mn**



Tata Steel Alloys Limited

- TS Alloys has set up a ferro alloys plant at Anantapur, Odisha, with a capacity of 59,400 MT per annum
- **Annual Production- 46741 MT**
- **Annual Turnover- \$22.731 Mn**



Adityapur Toll Bridge Company Limited (ATBCL)

- Constructing and operating a second road bridge connecting industrial towns of Jamshedpur and Adityapur in Jharkhand
- **Annual Turnover- \$0.63 Mn**

(Data as of March 31, 2017)



Tata Sponge Iron Limited (TPIL)

- India's first indigenous technology for sponge iron manufacture on a commercial platform
- Known for its exemplary environmental standards in an industry otherwise infamous for pollution
- **Annual Production- 390000 MT**
- **Annual Turnover- \$ 95.308 Mn**



Jamshedpur Continuous Annealing and Processing Company Pvt Ltd (JCAPCPL)

- State-of-the-art Technology at JCAPCPL caters exclusively to India's growing demand for cold rolled steels in the automotive segment
- **Annual Production- 1303882MT**
- **Annual Turnover- \$ 98.67 Mn**



m-junction Services Limited

- World's largest e-marketplace for steel
- 50:50 joint venture between Tata Steel and SAIL
- **Annual Turnover- \$27.062 Mn**



Tata Metaliks Limited

- Production of hot metal using iron ore, coke and fluxes
- **Annual Production- 381968 Hot metal tonnes**
- **Annual Turnover- \$206.11 Mn**



Tayo Rolls Limited

- Manufacturer of cast iron and steel rolls
- Leading Roll manufacturer in India



TM International Logistics Limited (TMILL)

- Providing port logistic support and solutions
- **Annual Turnover- \$77.446 Mn**

(Data as of March 31, 2017)



S&T Mining Co Pvt. Ltd.

- A 50:50 joint venture of SAIL and Tata Steel, S&T Mining's main objective is to work in the coking coal and mineral space domestically and internationally



Tata NYK Shipping Pte Ltd

- 50:50 joint venture of Tata Steel and NYK Line – one of the largest shipping companies in the world
- Offers solutions that help its customers manage their supply chain effectively
- **Annual Turnover- 212.7 USD Mn**



Tata BlueScope Steel

- Joint venture between Tata Steel and BlueScope Steel
- **Annual Production- 385103 MT**
- **Annual Turnover- \$275.983 Mn**
- **Key Brands**
 ZINCALUME® steel
 COLORBOND® steel
 DURASHINE®
 LYSAGHT®
 EZYBUILD®
 BUTLER® BUILDING SYSTEMS
 ECOBUILD™ BUILDING SYSTEMS



JAMIPOL Limited

- Key products – De-sulphurising compounds used in the external desulphurisation of hot metal (liquid iron)
- Joint venture between Tata Steel (42%), SKW Stahl-Metallurgie, Germany (30%) and TAI Industries and associates (27%)
- **Annual Production- 74496 MT**
- **Annual Turnover- \$42.734 Mn**



**“Our vision is to be the global steel industry benchmark
for value creation and corporate citizenship”**



Thank you!