



April 1, 2018

The Secretary, Listing Department  
BSE Limited  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai - 400 001.  
Maharashtra, India.  
Scrip Code: 500470/890144

The Manager, Listing Department  
National Stock Exchange of India Limited  
Exchange Plaza, 5th Floor, Plot No. C/1,  
G Block, Bandra-Kurla Complex, Bandra (E),  
Mumbai - 400 051.  
Maharashtra, India.  
Symbol: TATASTEEL/TATASTEELPP

Dear Madam, Sirs,

**Sub: Press Release**

Please find enclosed the press release titled “**Tata Steel’s Q4 & FY18 Key Production and Sales Figure (Provisional)**”.

This disclosure is being made in compliance with Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

This is for your information and records.

Thanking you.

Yours faithfully  
**Tata Steel Limited**

**Anita Kalyani**  
Interim Company Secretary

Encl: As above

**TATA**STEEL LIMITED

Registered Office Bombay House 24 Homi Mody Street Fort Mumbai 400 001 India  
Tel 91 22 6665 8282 Fax 91 22 6665 7724 Website [www.tatasteel.com](http://www.tatasteel.com)  
Corporate Identity Number L27100MH1907PLC000260

## Tata Steel's Q4 &amp; FY18 Key Production and Sales Figure (Provisional)

Mumbai, April 1, 2018:

**Production and Sales Performance***All Figures are in million tonnes*

	Items	Quarterly			Year till Date	
		Q4 FY17 (Actual)	Q3 FY18 (Actual)	Q4 FY18 (Provisional)	Apr-Mar FY17 (Actual)	Apr-Mar FY18 (Provisional)
India	Production	3.13	3.26	3.02	11.35	12.26
	Sales	3.2	3.3	3.0	10.97	12.13

*\*Note: Production Numbers: India - Saleable Steel Production***Key Highlights: Tata Steel India****a) Tata Steel Jamshedpur**

- Blast Furnaces achieved best-ever Hot Metal production in FY18 of 10.95 million tonnes (Previous best 10.83 million tonnes in FY17)
- Blast Furnaces achieved lowest best-ever coke rate of 349 Kg/thm in FY18 (Previous best 360 Kg/thm in FY17) and highest best-ever coal rate of 185 Kg/thm in FY18 (Previous best 181 Kg/thm in FY17)
- Best-ever Saleable Steel production of 9.78 million tonnes in FY18 (Previous best was 9.70 million tonnes in FY17)

**b) Sales Highlights**

- Achieved highest-ever annual sales of 12.13 million tonnes in FY18 and registered a growth of 11% against a market growth of ~5%.
- Achieved best-ever annual sales in Automotive sector and registered a growth of 21% in FY18 against an industry growth of 14% (mainly driven by 2 wheelers & 3 wheelers).
- Best-ever annual sales in Branded Products & Retail sector witnessing a growth of 9% in FY18 (y-o-y)
- Highest-ever annual sales in Value Added segments of Hot Rolled coupled with 2X growth in Engineering segment (over last year) of the Industrial products & construction business.
- TSL crossed, for the first time, the landmark of 1 million tonnes of annual exports in FY18

**c) Awards & Recognitions**

- 'World's Most Ethical Company' by Ethisphere Institute for the sixth time

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- 'Ispat Suraksha Puraskar 2018' in three different categories by Joint Committee on Safety, Health & Environment
- 'Golden Peacock HR Excellence' award for the year 2017
- 'Asia's Best Treasury Team' award by the Hong Kong based Corporate Treasurer, an independent print publication in Asia dedicated to serving treasury teams and chief financial officers
- 'MINT Corporate Strategy' award in the 'Renewal' category for evolving strategies for sustained market leadership.
- Tata Tiscon won the prestigious 'Asia's Most Admired Brand' award in the construction category organised by WCRC (World Consulting and Research Corporation)
- 'Best Online Marketing Campaign of the year' award by ET now for 'Pravesh' (Branded Doors)

**About Tata Steel**

Tata Steel Group is among the top global steel companies with an annual crude steel capacity of 27.5 million tonnes per annum (MTPA) as on March 31, 2017. It is a geographically-diversified steel producer, with operations in 26 countries and a commercial presence in over 50 countries. The Group recorded a consolidated turnover of US \$18.12 billion (INR 117,420 crore) in FY17. Tata Steel Group is spread across five continents with an employee base of nearly 70,000 employees as of March 31, 2017. Tata Steel has been felicitated with several awards including the Deming Grand Prize for continuous improvement in 2012, Prime Minister's Trophy for the best performing integrated steel plant for 2015-16, 'Greenco Platinum Rating' by CII Green Building Council for environmental performance at Jamshedpur Works (2016), 'Best Place To Work' in the core sector (steel, oil, power and minerals) by Business Today (2017), 'World's Most Ethical Company' award from the Ethisphere Institute (2018), among several others.

**Disclaimer**

Statements in this press release 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.

**Kulvin Suri**

Chief, Corporate Communications, India & SEA

**Tata Steel**

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