



For immediate use **NEWS RELEASE**

August 13, 2012

Tata Steel reports Consolidated Financial Results for the quarter ending June 30, 2012

Group Performance Highlights:

- **Tata Steel Group's profit after tax** (after minority interest and share of profit of associates) for Q1 FY'13 was ₹598 crores (US\$107 million) compared to a profit of ₹433 crores (US\$78 million) in Q4 FY'12 and a profit of ₹5,347 crores (US\$961 million) in Q1 FY'12 (including one-off profits of ₹3,362 crores (US\$604 million) on sale of investments).
- **Group EBITDA** in Q1 FY'13 was ₹3,581 crores (US\$644 million) compared to ₹3,419 crores (US\$615 million) in Q4 FY'12 and ₹5,071 crores (US\$912 million) in Q1 FY'12.
- **Group consolidated turnover** of ₹33,821 crores (US\$6.08 billion) in Q1 FY'13 declined by 0.5% from the ₹33,999 crores (US\$6.11 billion) in Q4 FY'12 but was up by 2.5% from the ₹33,000 crores (US\$5.93 billion) in Q1 FY'12.
- **The Group's steel deliveries** declined by 8.7% to 5.68 million tonnes in Q1 FY'13 compared to the 6.22 million tonnes in Q4 FY'12 and by 6.2% from the 6.05 million tonnes in Q1 FY'12.
- **Net debt** at the end of June 2012 increased to ₹54,020 crores (US\$9.71 billion) compared to ₹47,657 crores (US\$8.57 billion) at the end of March 2012.
- Turnover at **Tata Steel India** in Q1 FY'13 was ₹8,908 crores (US\$1.6 billion), down by 6% from the ₹9,479 crores (US\$1.7 billion) in Q4 FY'12 but up by 13.3% from the ₹7,860 crores (US\$1.41 billion) in Q1 FY'12.
EBITDA of ₹2,791 crores (US\$502 million) in Q1 FY'13 was 6.2% lower than the ₹2,975 crores (US\$535 million) in Q4 FY'12 and down by 11.6% from the ₹3,156 crores (US\$567 million) in Q1 FY'12. The EBITDA margin was stable compared to the previous quarter.
Deliveries at 1.59 million tonnes in Q1 FY'13 declined by 10.3% from the 1.77 million tonnes in Q4 FY'12 but remained stable compared to Q1 FY'12.
- Turnover at **Tata Steel Europe** in Q1 FY'13 was ₹20,406 crores (US\$3.67 billion) compared to the ₹19,923 crores (US\$3.58 billion) in Q4 FY'12 and ₹20,535 crores (US\$3.69 billion) in Q1

TATA STEEL LIMITED

Bombay House, 24 Homi Mody Street, Fort, Mumbai 400 001

Tel: 91 22 66658282 Fax: 91 22 66657724



For immediate use **NEWS RELEASE**

FY'12. Q1 FY'13 sales declined by 4.9% from Q4 FY'12 and by 15% from Q1 FY'12, as per Tata Steel Europe's reporting currency.

EBITDA of ₹620 crores (US\$111 million) in Q1 FY'13 was up from the ₹146 crores (US\$26 million) in Q4 FY'12 but down from the ₹1,907 crores (US\$343 million) in Q1 FY'12. The EBITDA margin improved on a sequential basis.

Deliveries declined by 9.5% to 3.21 million tonnes in Q1 FY'13 compared to the 3.55 million tonnes in both Q4 FY'12 and Q1 FY'12.

- Turnover at **Tata Steel South East Asia** in Q1 FY'13 was ₹3,372 crores (US\$606 million), up by 7% from the ₹3,152 crores (US\$567 million) in Q4 FY'12 and up by 1.2% from the ₹3,332 crores (US\$599 million) in Q1 FY'12.

EBITDA of ₹95 crores (US\$17 million) in Q1 FY'13 was 10.5% lower than the ₹106 crores (US\$19 million) in Q4 FY'12 but up by 6.1% from the ₹89 crores (US\$16 million) in Q1 FY'12. The EBITDA margin declined slightly on a sequential basis.

Deliveries declined by 0.8% to 0.72 million tonnes in Q1 FY'13 compared to the 0.73 million tonnes in Q4 FY'12 and by 7.7% from the 0.78 million tonnes in Q1 FY'12.

Financial Performance Analysis:

Consolidated financial results summary (under Indian GAAP) for the quarter ending 30 June'12

All figures in US\$ million, unless specified

HIGHLIGHTS	Q1 FY'13	Q4 FY'12	Q1 FY'12
Steel Deliveries (mn tonnes)	5.68	6.22	6.05
Turnover	6,080	6,112	5,933
EBITDA	644	615	912
EBITDA Margin (%)	10.6%	10.1%	15.4%
Depreciation	235	197	207
Net Finance Charges	140	165	146
Profit before Taxes (after Exceptional Items)	255	212	1,154
PBT Margin (%)	4.2%	3.5%	19.4%
Profit after Taxes, Minority Interest and Share of Associates	107	78	961
PAT Margin (%)	1.8%	1.3%	16.2%

For the purposes of converting all financial numbers to US\$ for all comparable periods, a US\$/₹ exchange rate of 55.625 has been used throughout this document.

TATA STEEL LIMITED

Bombay House, 24 Homi Mody Street, Fort, Mumbai 400 001

Tel: 91 22 66658282 Fax: 91 22 66657724



For immediate use **NEWS RELEASE**

Executive Comment

Tata Steel Managing Director Mr HM Nerurkar said: “Indian operations posted robust performance against the backdrop of weakening demand and increased competition. Market challenges have made us focus on tightening of costs, improving product-mix and ensuring that the ramp up of our brownfield expansion takes place by the year-end. Downstream linkages of Indian operations are expected to provide the required depth to our business. South East Asian operations are being strengthened on the back of operational and marketing initiatives, leading to better results.”

Tata Steel Europe MD & CEO Dr Karl-Ulrich Köhler said: “Our financial performance continued to improve as raw material cost pressure eased further and strategic cost initiatives yielded further benefits. At Port Talbot, the blast furnace rebuild is progressing on schedule and other operational problems that arose early in 2012 were largely resolved. European steel demand is lower than expected and prices have weakened. We continue to seek to mitigate the effects of this with tight cost control and emphasis on increased product differentiation.”

Financing Developments:

In April 2012 Non-Convertible Debentures for a tenor of 10 years worth ₹1,500 crores were issued on a private placement basis.

Corporate Developments:

In July 2012 Tata Steel agreed to sell its 50% stake in Dutch ferrous and non-ferrous metals recycler HKS Scrap Metals Co (HKS) to Euro Scrap Alliance (ESA), a subsidiary of TSR of Germany, in line with Tata Steel’s strategy of focusing on its core activities.

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 could differ materially from those expressed 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 Government regulations, tax laws and other statutes and incidental factors.

TATA STEEL LIMITED

Bombay House, 24 Homi Mody Street, Fort, Mumbai 400 001

Tel: 91 22 66658282 Fax: 91 22 66657724



For immediate use **NEWS RELEASE**

For investor enquiries contact:

Praveen Sood

Tel: + 91 22 6665 7306

email: p.sood@tatasteel.com

Subhra Kanti Das

Tel: + 91 22 6665 7382

email: subhra.das@tatasteel.com

For media enquiries contact:

Charudatta Deshpande

Tel: +91 98200 39756

email: cv.deshpande@tatasteel.com

Bob Jones

Tel: + 44 207 717 4532

email: bob.jones@tatasteel.com

TATA STEEL LIMITED

Bombay House, 24 Homi Mody Street, Fort, Mumbai 400 001

Tel: 91 22 66658282 Fax: 91 22 66657724