



Tata Steel Results Presentation 2023

Financial quarter ended September 30, 2023

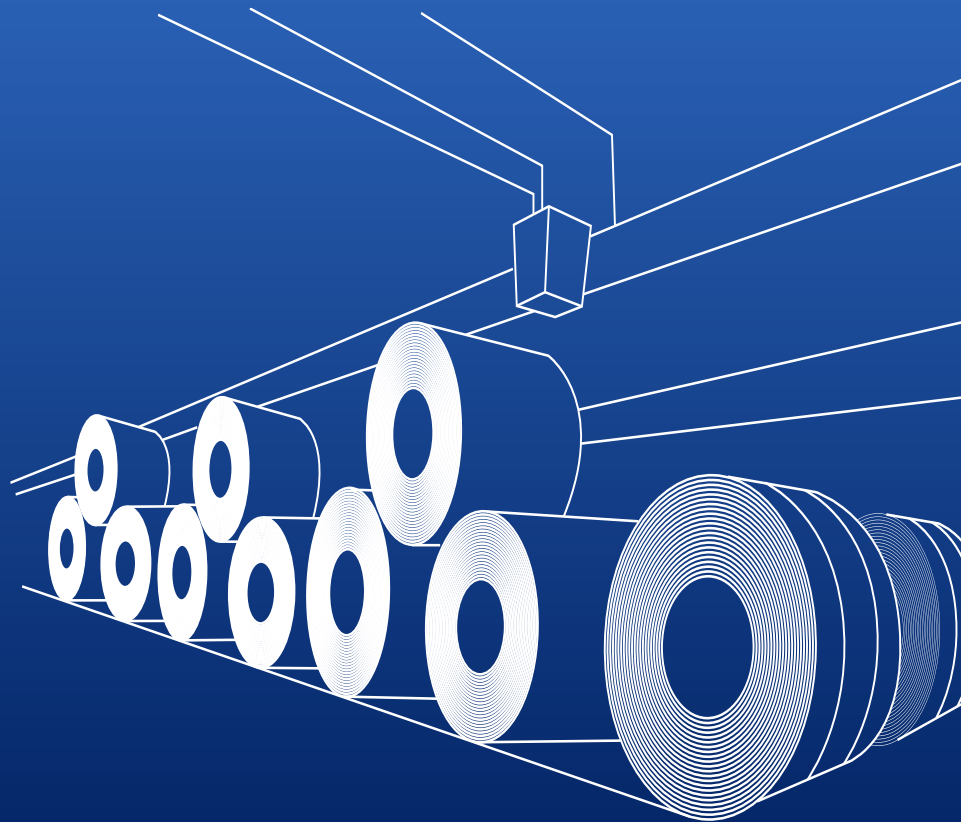
November 01, 2023

36 feet high Charkha in Cross Maidan at Mumbai, India : Symbolises steely determination to build and sustain a self-enabled nation, made using 24 tons of Tata Structura steel hollow sections

Safe harbour statement

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

Business Update



Floating solar power panels at Jamshedpur, India

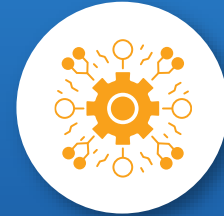
Focused on creating sustainable value



Leadership in Sustainability



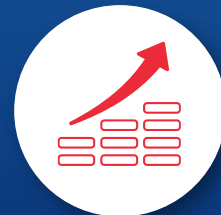
Leadership in India



Leadership position in technology and digital



Consolidate position as global cost leader



Robust financial health

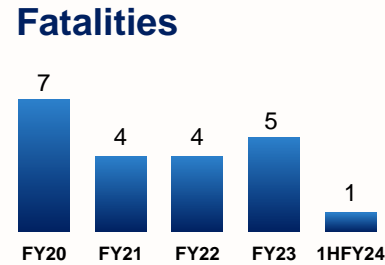
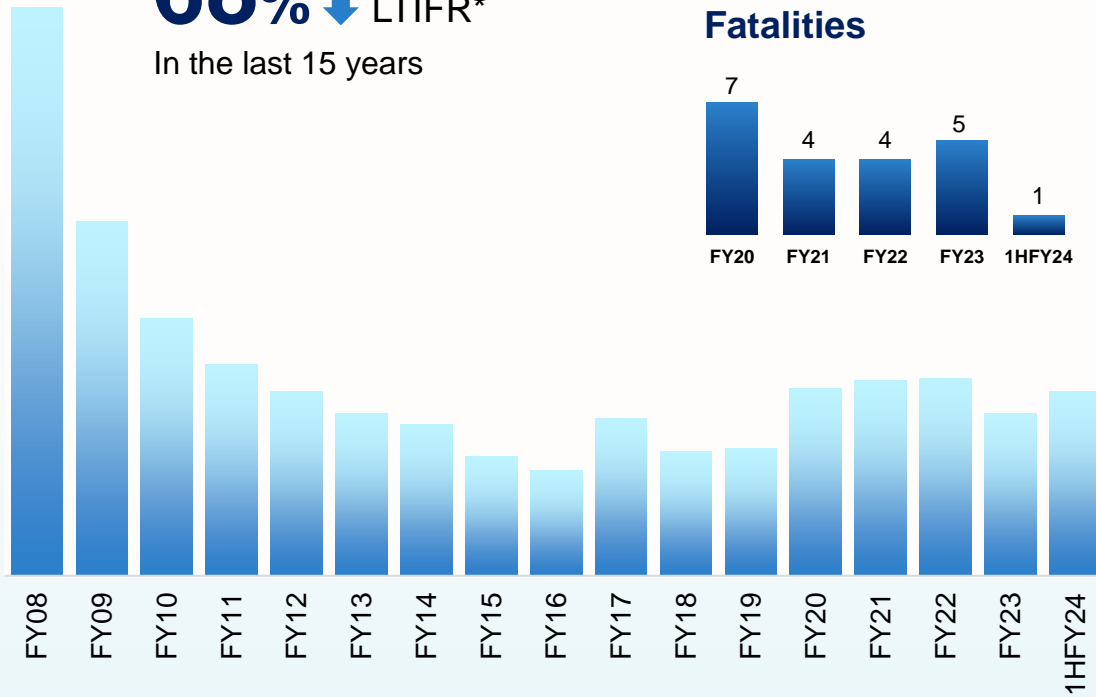


Become future ready

Committed to 'Zero harm'

Journey towards excellence in Safety & Health of employees¹

68% ↓ LTIFR*
In the last 15 years



*Lost Time Injury Frequency Rate per million-man hours worked, for Tata Steel Group, Fatalities covers Tata Steel Standalone, SE Asia and Europe; TSML included from 1st Sep'23

Safety Competency Development



- › FELT Leadership Training for competency development and empowerment of site safety supervisors

Walkathon for Healthy Heart, India



- › Theme based awareness Campaign on 'Hypertension' organized during the quarter

Improving quality of life of our communities

Social capital and scalable change models to enable deep societal impact

Strengthening tomorrow via range of signature programs across focus areas

- 1 Program to drive rural and urban education → 6.5 lac+ lives undergoing structured learning
- 2 MANSI+ focused on maternal and newborn health → 1 lac+ pregnant women and newborns covered
- 3 Samvaad for tribal welfare → 40,000+ tribal language learners and 6 intellectual properties created
- 4 Agriculture and allied programs to drive income for marginalized → 63,400+ households impacted



Rural & Urban Education



Public Health & Nutrition



Tribal Identity



Grassroots Governance



Gender & Youth Empowerment



Dignity for the Disabled



Climate Resilient Livelihoods



Water Resources



Grassroots Sports

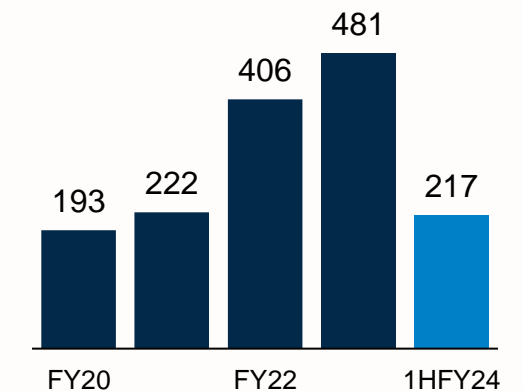


Public Infrastructure

21.8 Lakh+

Lives Impacted¹

>Rs 1,500 crores spent² since FY20



¹ Cumulative as on 1HFY24; ² CSR Spending by Tata Steel Standalone (excl. TSLP)

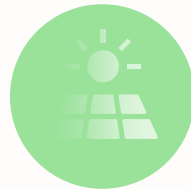
Net Zero by 2045

Route and Pace of decarbonisation to be calibrated across geographies

Pursuing Multiple Initiatives



Higher scrap charge



Higher Renewable energy use



Reducing ash in Coal



Multilocation EAF



Progress on Hydrogen usage



Nature based solutions (biomass etc.)



Partnering with Academia



Cleaner fuel i.e. Natural gas etc.



Upscaling CCU pilots

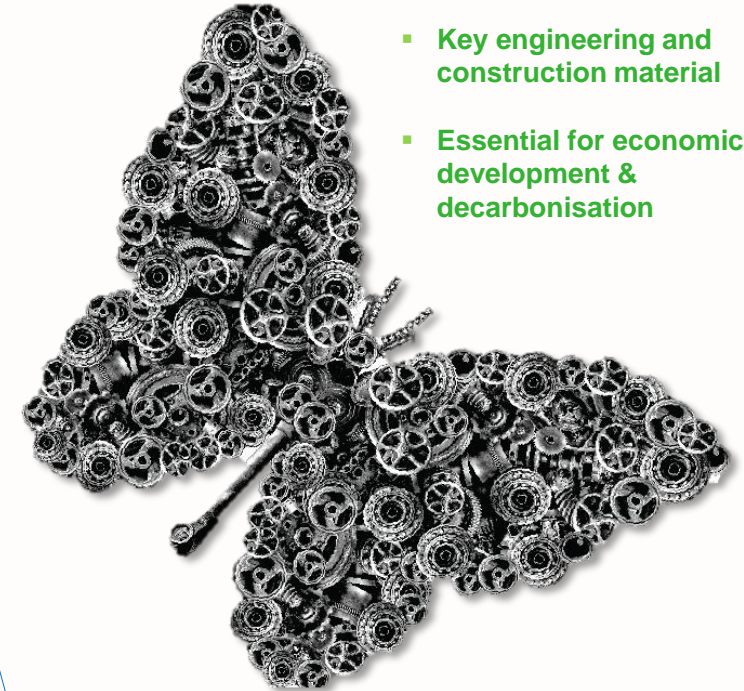


Lower Alumina in Iron ore



New smelting technology

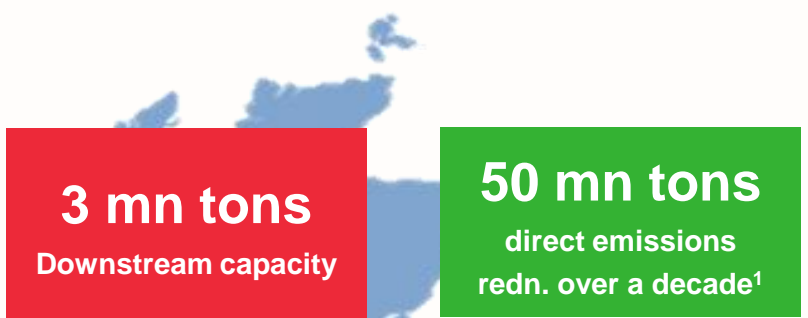
Steel – permanent material in the circular economy



- Key engineering and construction material
- Essential for economic development & decarbonisation

TSUK: Pursuing decarbonisation to reduce 50 mn tons CO_{2e} over a decade

2,000 UK Customers supplied by UK operations



	Share of UK demand
Automotive	50%
Construction	43%
Packaging	62%



Existing configuration

- BF – BOF based steelmaking with downstream capacity of around 3 million tons

Intermediate financially viable configuration

- Sustains significant market presence across steel end use segments in UK

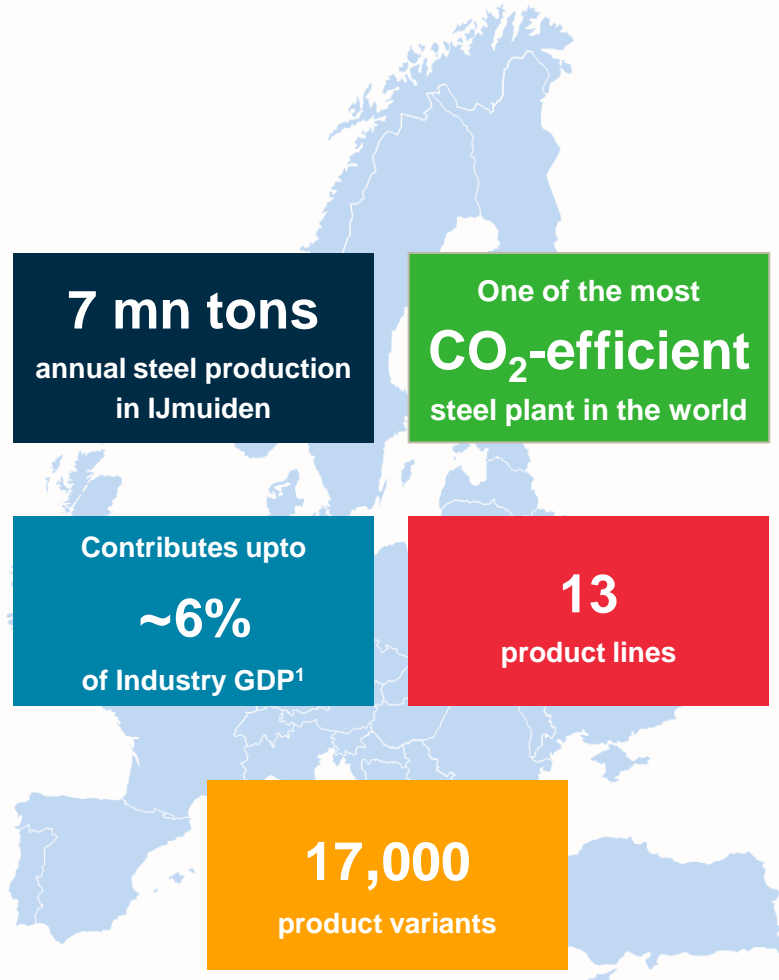
Green steel configuration

- EAF with steelmaking capacity of 3 MTPA
 - Carbon emission intensity of around 0.4 tCO₂ per ton of crude steel
 - Economically and Environmentally viable solution, with the UK government support of £500 million
 - Utilise locally available scrap → recycling

Note : 1. Post transition to EAF, BF - Blast Furnace, BOF – Basic Oxygen furnace, EAF – Electric Arc Furnace, TSUK – Tata Steel UK

TSN: Committed to achieve 35 – 40% CO₂ emission reduction by 2030

Government support is essential for transition



Roadmap+ (2019 – 2025)

- Investment to achieve significant reduction in emissions, dust, odour and noise
 - De-NOx unit for the pellet plant (largest environment installation in a pellet plant in the world)
 - Emission reduction installation for cold strip mill
 - Installation of dust screens and slag pits with mobile covering
 - Soundproofing measures on trains and conveyor belts



Transition to Green steel

- Discussions with government and technology partners are underway

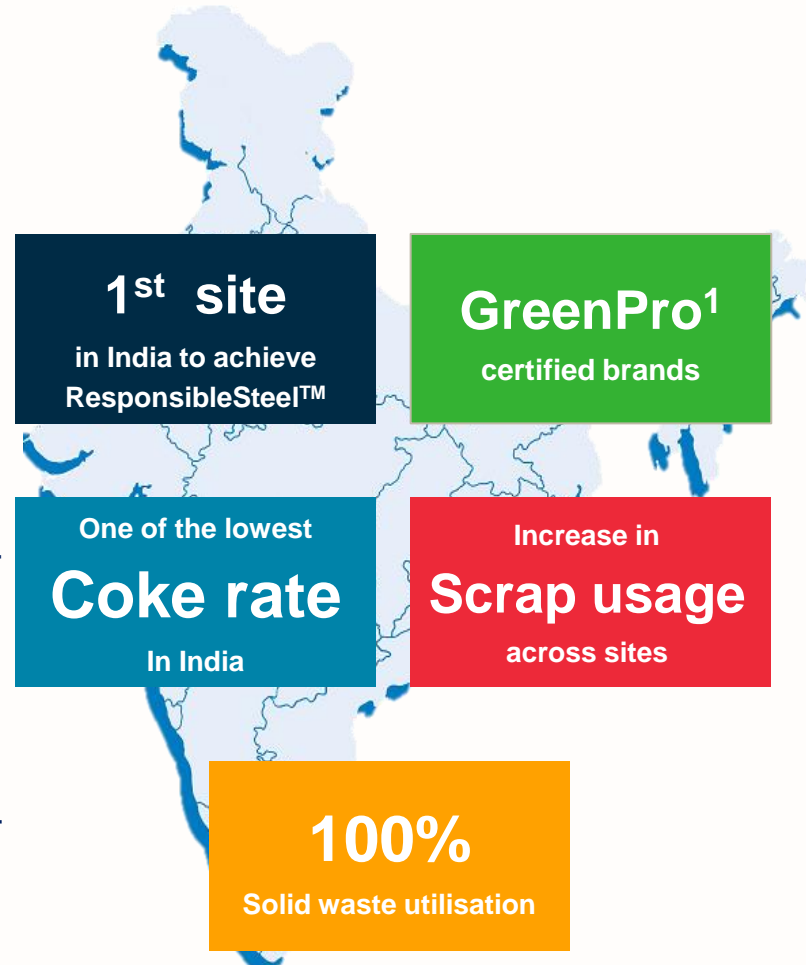
35 - 40% 1st BF replacement by 2030; DRI - EAF being considered
CO₂ emission reduction

Further drop in emissions on 2nd BF replacement

Carbon neutrality by 2045

TSI: Pursuing sustainability through multiple initiatives

Committed to responsible growth

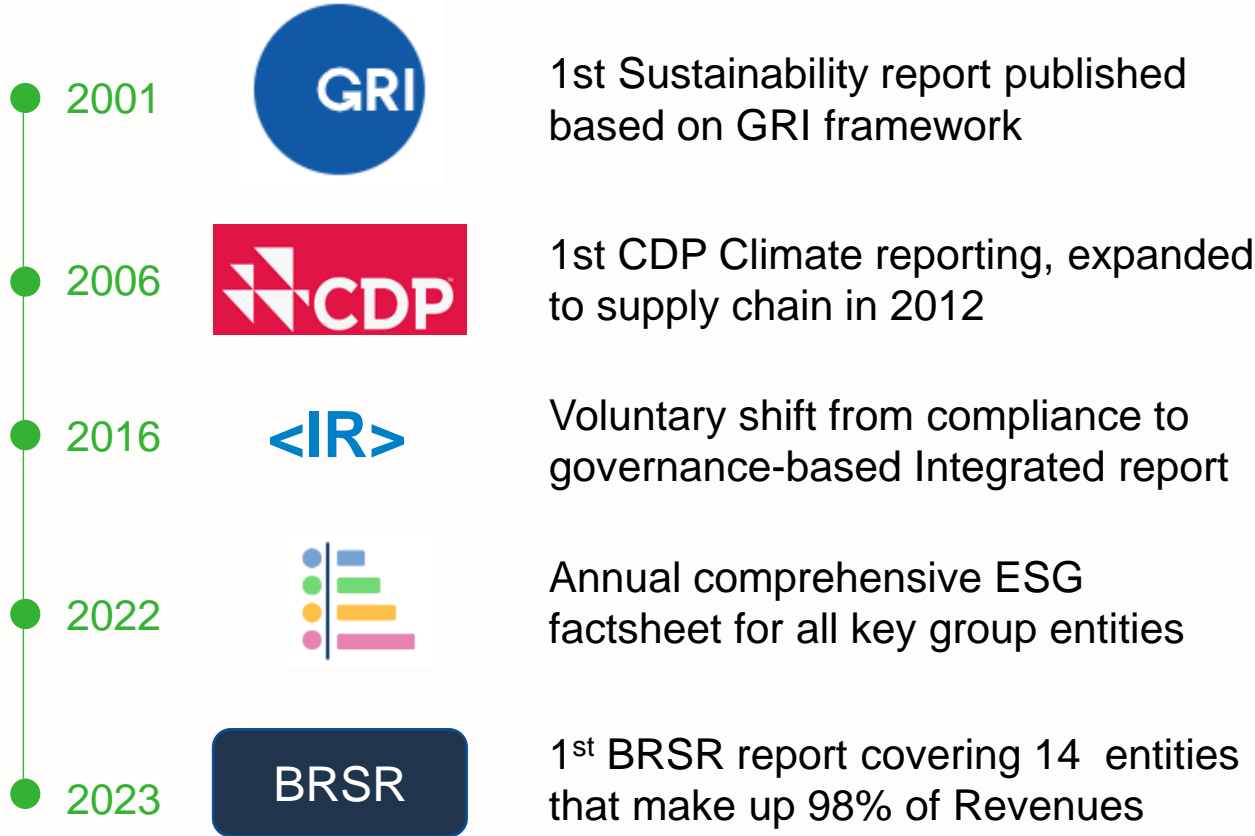


- 1 379 MW renewable energy project to enable reduction of more than 50 million tons of carbon emissions over time
- 2 Increase in Steel scrap usage during steelmaking across locations to enable reduction in carbon emissions
- 3 Electric Arc Furnace being setup in Ludhiana, Punjab; will leverage scrap collection & processing at Rohtak
- 4 Successfully completed trial for injecting Hydrogen into blast furnace to reduce coke usage
- 5 Successfully commissioned 5 ton per day CCU pilot plant in Jamshedpur to capture CO₂ from blast furnace gas

Note : 1. GreenPro is an ecolabel developed by Confederation of Indian Industry, CCU – Carbon Capture & Utilisation, TSI – Tata Steel India

Committed to transparency via enhanced sustainability disclosures

Actively involved in development of global & national standards



Adopted and reporting



Contribution to UN SDGs

Sustainability champion since inception in 2018



Actively involved in global developments



Net Zero Steel Initiative



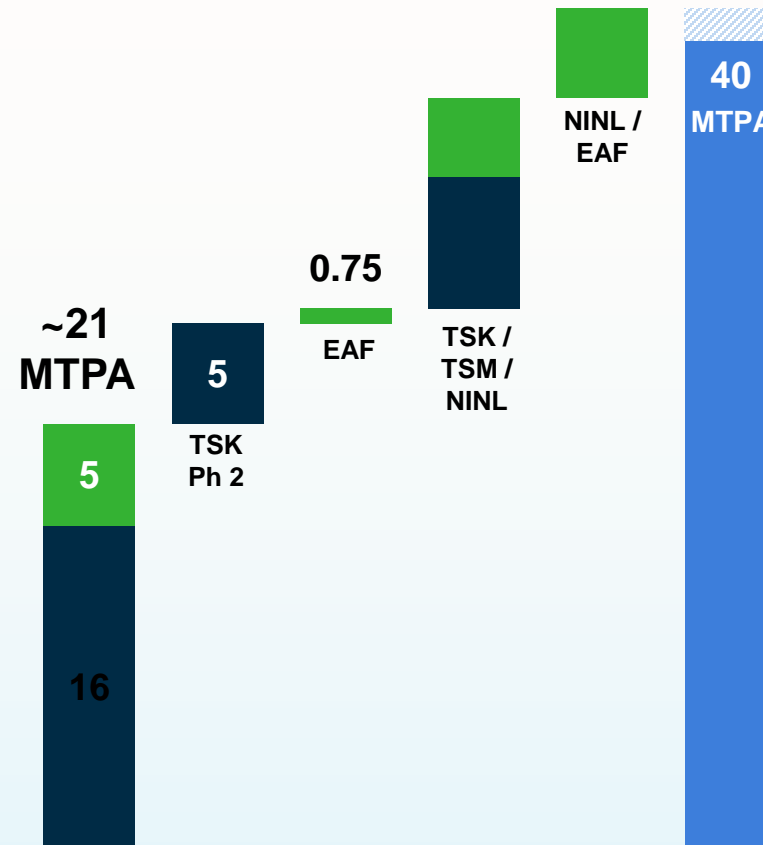
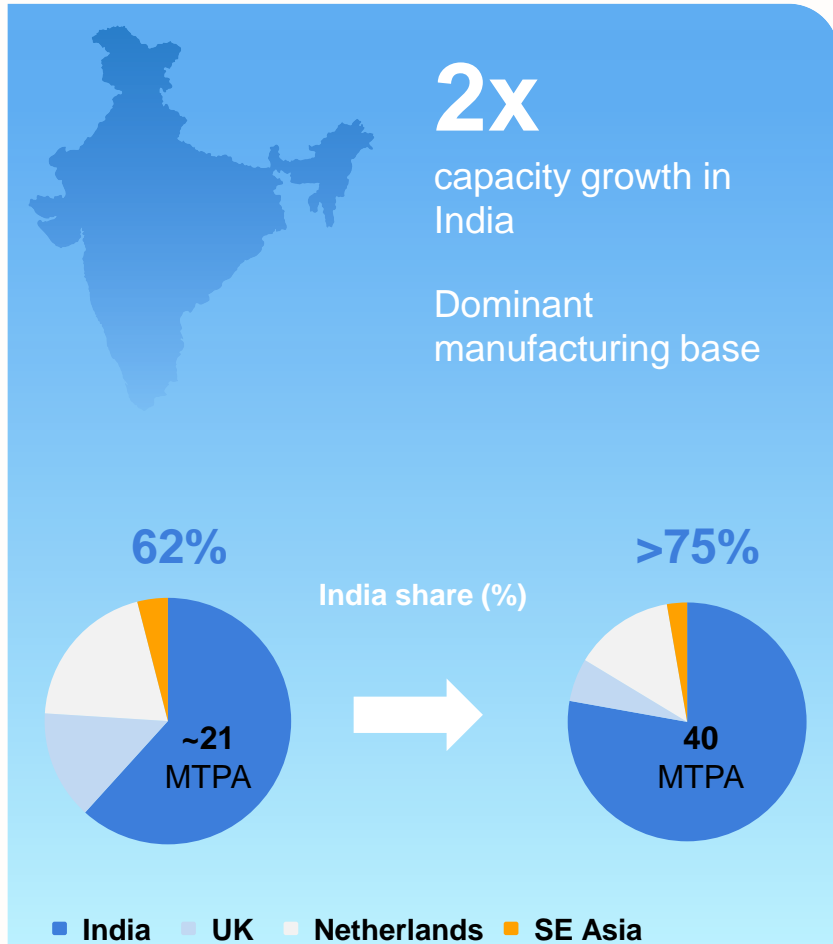
Taskforce on Nature-related Financial Disclosures

Business Update | Performance Update

Note : GRI – Global Reporting Initiative, BRSR – Business Responsibility & Sustainability Report,, CDP – Carbon Disclosure Project, <IR> - Integrated report, ISSB - International Sustainability Standards Board, SDG – Sustainable Development Goals

Tata Steel is scaling up to capitalise on India growth opportunity

Investments set to drive sector leading returns



Flats (A)	~16 MTPA	➔	~27 MTPA
Longs (B)	~5 MTPA	➔	~13 MTPA
Crude Steel (A+B)	~21 MTPA	➔	40 MTPA
Upstream	36 MTPA Iron ore	➔	60 - 65 MTPA
Downstream	Tubes	1 MTPA	DI Pipe
	Wires	0.45 MTPA	0.20 MTPA
		0.38 MTPA	~1 MTPA
		~1 MTPA	~1 MTPA

Note : TSK – Tata Steel Kalinganagar, EAF – Electric Arc Furnace, TSM – Tata Steel Meramandali, NINL – Neelachal Ispat Nigam Limited and DI – Ductile Iron

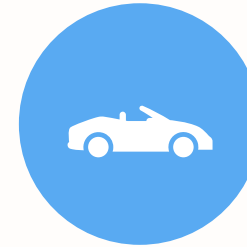
5 MTPA capacity expansion is progressing at Kalinganagar

The largest 'Blast furnace' in India at 5,870 cubic metres

Tata Steel Kalinganagar 5 MTPA expansion



Consolidate leadership in chosen segments



Automotive



Engineering



Energy

Eco-friendly design

- Top combustion stoves* → Optimal fuel consumption
- Dry gas cleaning plant → Maximise energy recovery
- Evaporative cooling system* → lower water intake
- Top gas recovery turbine → Energy recovery

Note : *1st in India

2.2 MTPA CRM complex → product mix, 6 MTPA Pellet plant → Cost savings

Pellets and FHCR coils production commenced



Widest cold rolling mill in India with capacity of 2.2 million tons per annum

Future ready portfolio



High Tensile steel to meet lightweighting & safety needs



Advanced steel to serve Infra and Energy segments

- Started receiving approvals from automotive OEMs for cold rolled steel
- Continuous Galvanizing lines capable of doing multiple coatings*
- Two “new” primary coatings* - ZAM and AISi, to be rolled out

Agile business model to leverage digitisation to create value

Far-site Remote Operation Centres (iROC)



Strong India franchise

Service centers for last point processing

30+ Product Application Engineers

100% fleet covered by vehicle tracking

250+ distributors & 20,400+ dealers

E-commerce to enhance reach

Covering 95% districts across India

Agile distribution network

TOC¹ enabled supply chain

Note : 1. Theory of Constraints

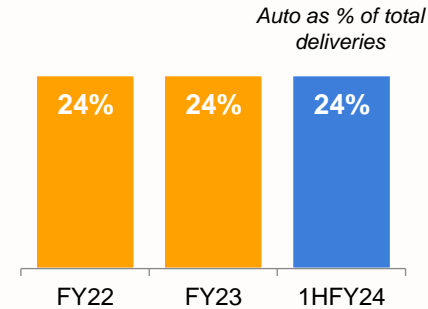
Auto: Consolidating the position of “Preferred Steel Supplier”

Product mix and enhanced services to meet needs of the future

Making Steel smarter



- Makes up 24% of domestic deliveries



- Strong presence across all the automotive OEMs



- Partnering with customers in value creation



Teardown / benchmarking

- Leveraging digital to enhance customer experience



Retail: Poised to grow 2x in high margin business

Leveraging pan India growth and branded presence esp. Tata Tiscon

Joy of building

AWARDED Superbrands INDIA 2023
Consumer Validated

8 times in a row

1st in India

Our retail volumes have crossed 3 million tons

Fiscal Year	Volume (mn tons)
FY13	2
FY16	~2.2
FY22	~2.8
FY23	~2.9
FY24 (annld.)	3

Consistent growth of cash rich business

- Envisaged capacity growth at NINL and EAF



- Serving 500K+ Individual Homebuilders per annum



- Enhanced Phygital reach to the market

10,000+
Dealers

>70% QoQ increase in Revenues via



10K+ Unique customers per month

- Developing strong ecosystem to deliver superior experience



Downstream: Value added growth for product mix enrichment

Set to grow by 2x – 4x

Tubes

Wide product portfolio incl. HAR & ERW tubes



Leading manufacturer of pipes and tubes

Wires

Our LRPC strands are widely used in India



80% share of business in bullet train projects

Tinplate

Application in growing packaging industry



Market leadership in domestic tinplate industry

Ductile Iron Pipes

Tata Ductura, transportation of water and other uses



Leading manufacturer of Ductile Iron Pipe

Financial management to enable returns across cycle

Value Drivers



Balance sheet management

- Optimise capital structure and cost
- Target Net Debt to EBITDA <2.5x across cycle
- Proactive financing & asset – liability match



Capital allocation

- Value accretive investments (ROIC : 15%)
- Portfolio restructuring

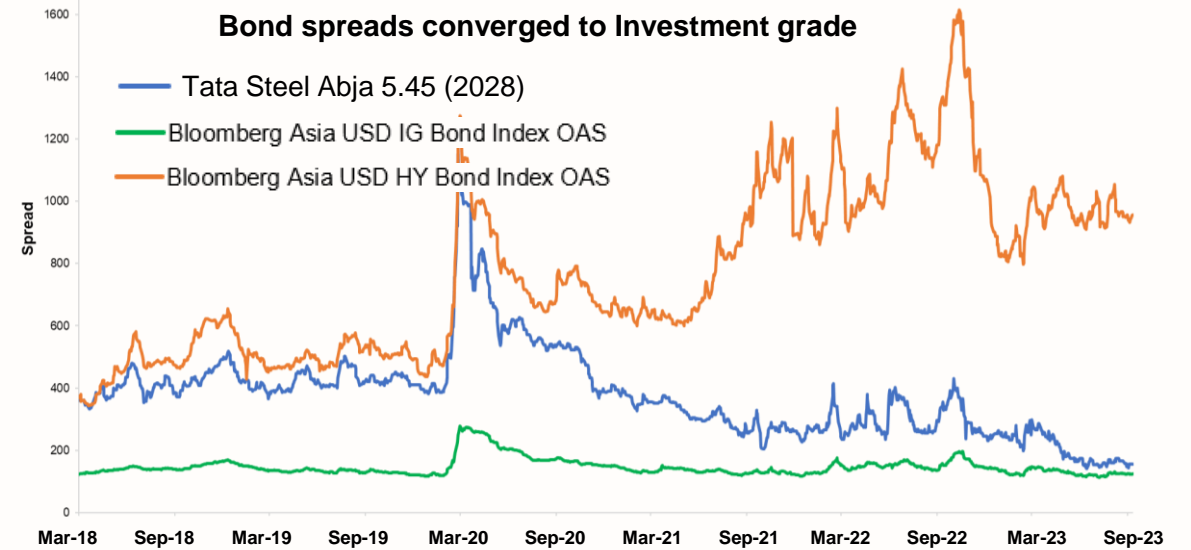


Operational excellence

- Minimize working capital
- Continuous improvement programs



Outcome



Value accretive consolidation with multiple benefits

TATA STEEL

Unlisted

Listed

Tata Steel Mining (TSML)

S&T Mining

Indian Steel & Wire Products

TSLP
Swap ratio 6.7

TCIL
Swap ratio 3.3

Tata Metalliks
Swap ratio 7.9

TRF Ltd.
Swap ratio 1.7

Filing of scheme with Stock Exchanges (Reg. 37)

Filing of 1st motion application with National Company Law Tribunal (NCLT)

Shareholders meetings and creditor meetings (if any)

Final hearing / order of NCLT



No objection letter from Stock Exchanges

Order of NCLT on first motion application

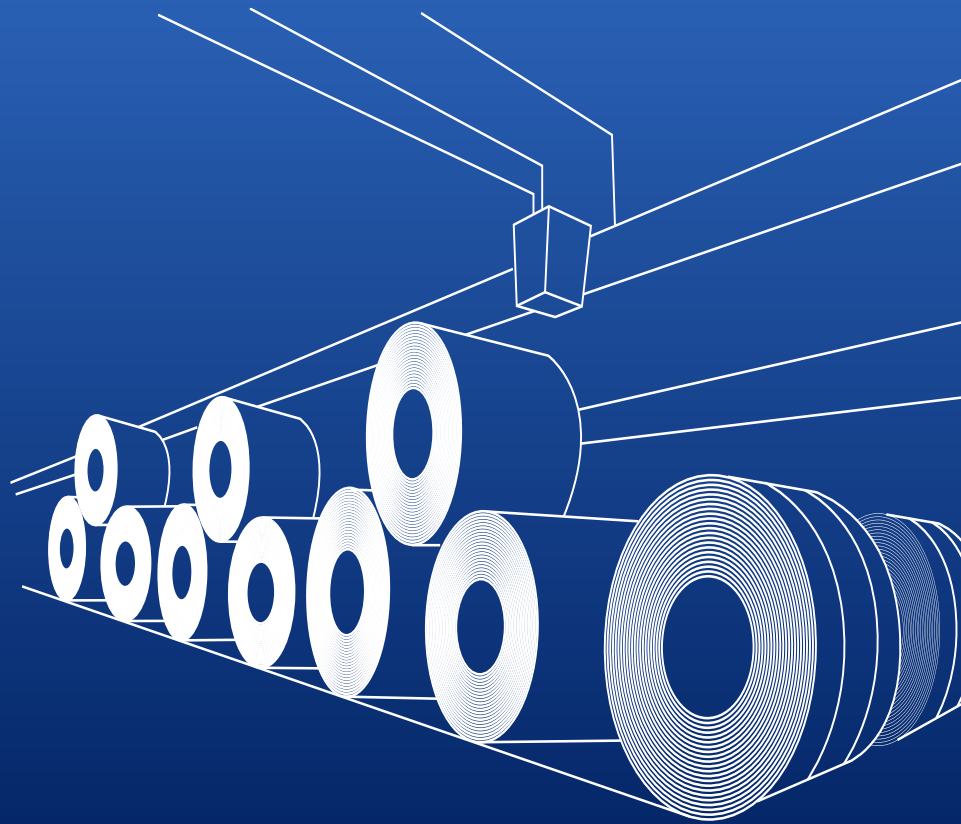
Filing of the second motion application with NCLT

Filing with Registrar to make scheme effective



TSML and TSLP

Performance Update



Identifying and developing sporting talent among rural youth, India

Economic slowdown in China and elevated input costs have weighed on global steel spot spreads

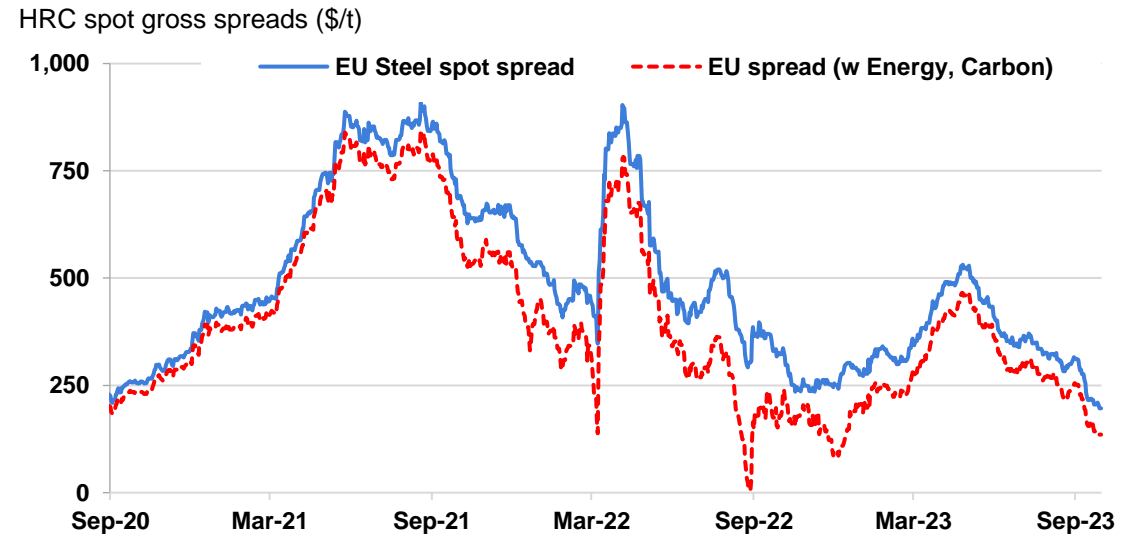
- Global steel prices moderated in the July – Sep period on sustained concerns about slowing growth momentum across key regions
- In China, steel production and subdued domestic demand have led to average steel exports of around 7 - 8 mn tons in July – August

- Raw material prices moved slightly higher in the past few weeks. Coking coal prices are above \$300/t while Iron ore prices have risen close to \$120/t levels
- Overall, Steel spot spreads moderated across key regions driven by demand dynamics and input costs. EU steel spot spreads are below \$250/t levels

China Steel spot spreads (Domestic, Export)



EU Steel spread including energy, carbon costs



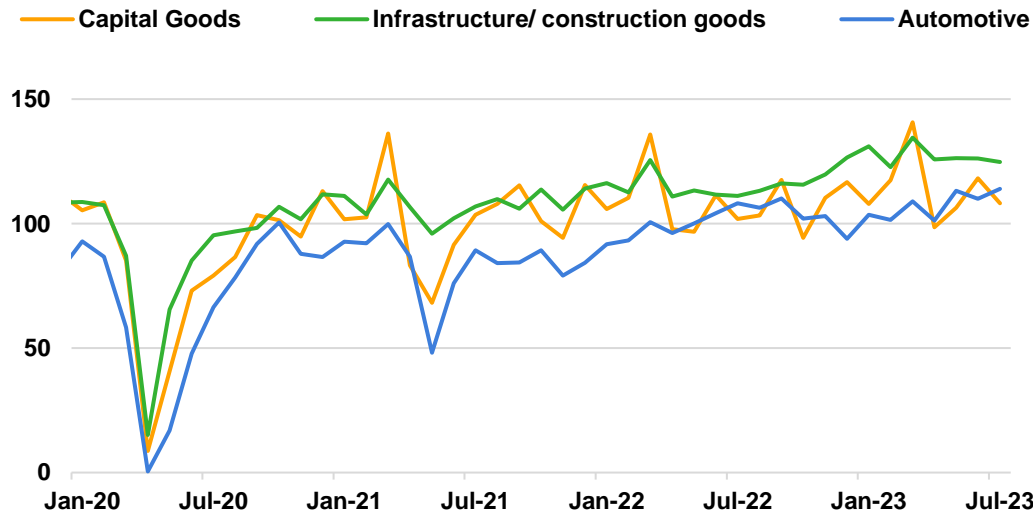
Sources: World Steel Association, IMF, Bloomberg, Steelmint; China HRC export spread = China HRC export FOB – 1.65x Iron Ore (62% Fe CFR) - 1x Coal (Premium HCC CFR); China HRC domestic spot spread is with China HRC domestic prices; EU HRC spot spreads = HRC (Germany) - 1.6x iron ore (fines 65%, R'dam) - 0.8x premium hard coking coal (Aus) - 0.1x scrap (HMS, R'dam) ; EU spot spread incl. energy = EU HRC spot spread – Carbon cost – 0.5 x NG (\$/Mwh) – 0.15 x Electricity (\$/Mwh)

India steel demand remained resilient despite seasonal rains while EU steel demand was subdued on economic slowdown

India

- Indian apparent steel consumption was up around 10% on QoQ basis in 2QFY24
- Domestic demand was aided by government spending and pick up in automotive demand

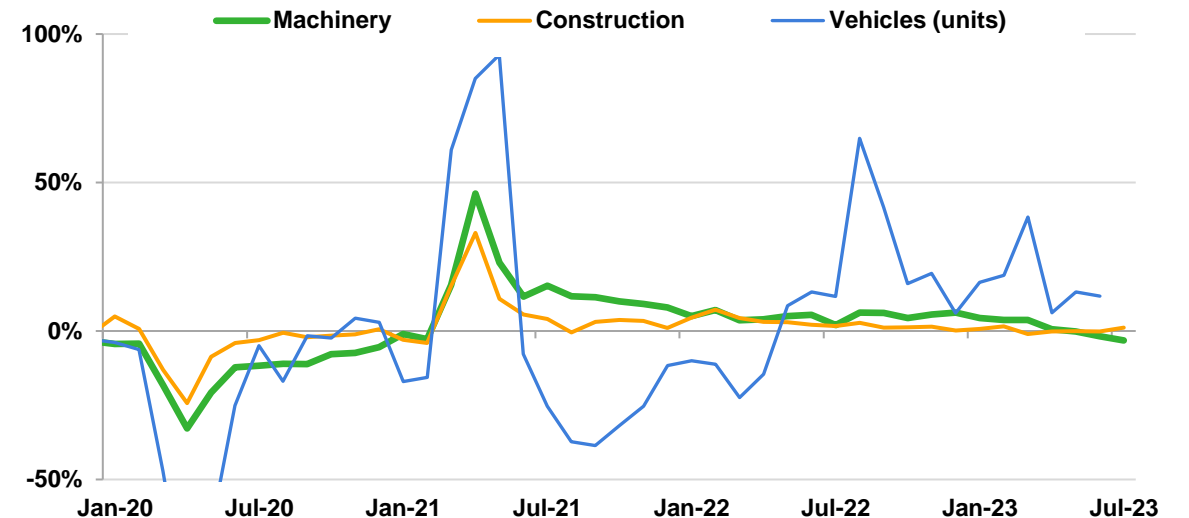
Key steel consuming sectors*



Europe

- Eurozone manufacturing PMI was 43 in Sep, indicating the persistent concerns about economic activity
- Construction and Machinery demand was subdued on elevated interest rates

Key steel consuming sectors (% YoY growth)



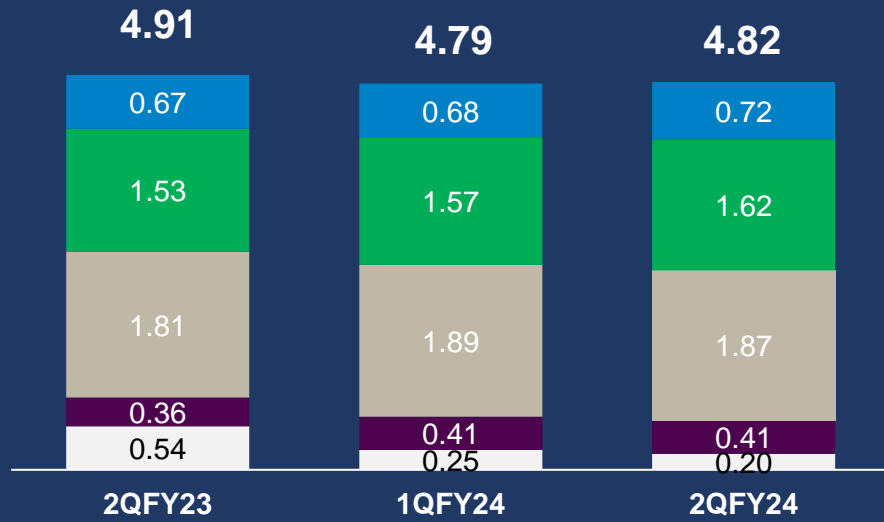
Sources: Bloomberg, SIAM, Joint Plant Committee, MOSPI, CMIE, Eurostat and Tata Steel, *Figures of Industrial Production for Capital Goods, Infrastructure/Construction, consumer durables and railways are rebased to Nov'18=100 using FY12 index-based sector weights; number of units produced as per SIAM; growth of key steel consuming sector is calculated by removing sub-segments which do not consume steel, ECB – European Central Bank

Steady increase in India sales to chosen segments

Domestic deliveries up 6% YoY on improving demand

Business Verticals

mn tons



Automotive BPR IPP Downstream Exports

End use sectors



Note : 2QFY23 is estimates based on FY23 breakup, **Auto and ancillaries** incl. B2B and ECA sales, Wire & Specialty steel sales; **Retail** is B2C includes Tiscon, Shaktee, Galvanised Plain Retail, Tubes and Wires; **Construction & Infra** is B2B sales to construction companies; **Energy** incl. Oil & Gas, Wind, Solar etc.; **Engineering** incl. Shipbuilding, Railways and Capital Goods etc.; **Consumer Durables** is sales to Furniture, Appliances; **Packaging** incl. Tinplate, High Tensile steel strapping ,LPG, Drums & Barrels and **Trade & Commercial** is sales to rerollers, fabrication etc., B2B – Business to Business, ECA – Emerging Corp. accounts, B2C – Business to Consumer and LPG – Liquefied Petroleum Gas

Tata Steel Consolidated

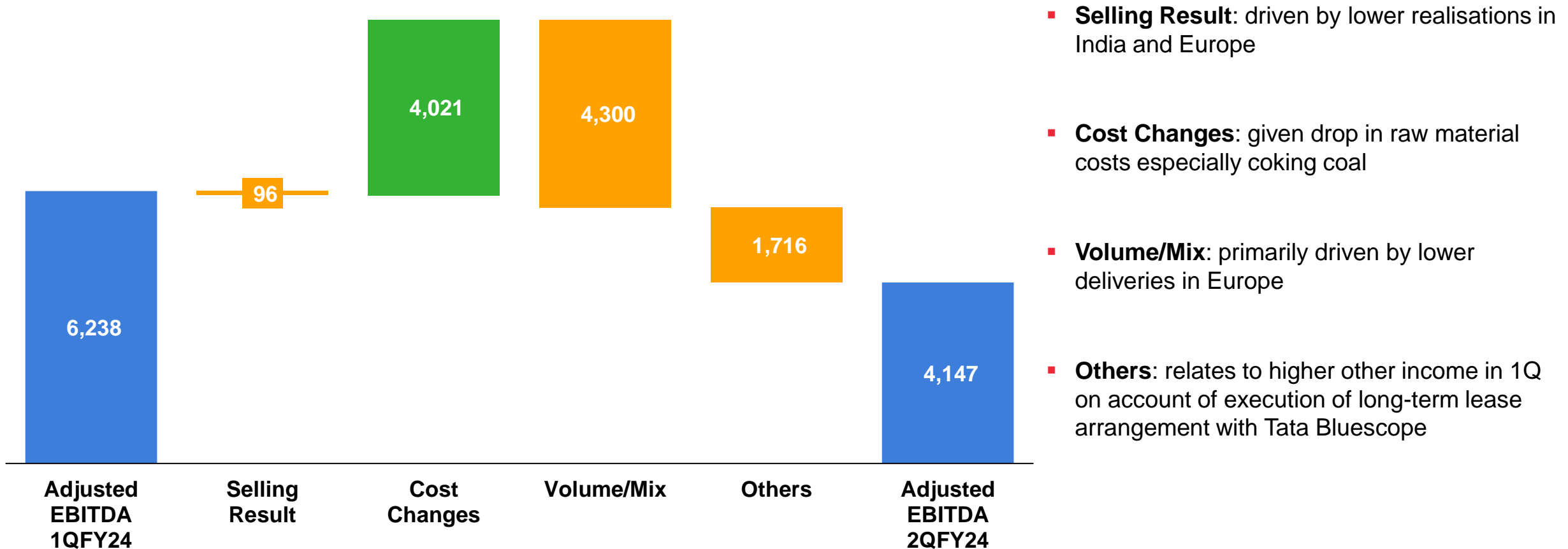
(All figures are in Rs. Crores unless stated otherwise)	2QFY24	1QFY24	2QFY23
Production (mn tons)¹	7.31	7.13	7.56
Deliveries (mn tons)	7.07	7.20	7.23
Total revenue from operations	55,682	59,490	59,878
Raw material cost ²	25,147	25,961	31,058
Change in inventories	756	1,515	281
Employee benefits expenses	5,917	5,925	5,318
Other expenses	19,594	20,915	17,160
EBITDA	4,315	6,122	6,271
Adjusted EBITDA³	4,147	6,238	5,817
Adjusted EBITDA per ton (Rs.)	5,869	8,664	8,045
Other income	228	1,177	329
Finance cost	1,959	1,825	1,519
Pre exceptional PBT	160	1,842	2,625
Exceptional items (gain)/loss	6,899	(13)	19
Tax expenses	(228)	1,331	1,308
Reported PAT	(6,511)	525	1,297
Other comprehensive income	(774)	(3,173)	(3,414)

Key drivers for QoQ change:

- **Revenues:** decreased by 6% due to lower volumes, as well as lower realisations across geographies
- **Raw Material cost:** decreased on lower raw material costs in India, partly offset by increase at Europe
- **Change in inventories:** relates to decline in inventory value at Europe
- **Other expenses:** decreased on lower royalty and power expenses partly offset by emission rights costs
- **Exceptional items:** primarily relates to impairment of heavy end assets and restructuring cost relating to UK operations
- **Other comprehensive income:** primarily relates to remeasurement loss on defined benefit plans

Consolidated 2QFY24 EBITDA¹ stood at Rs 4,147 crores

EBITDA margin was at 7%

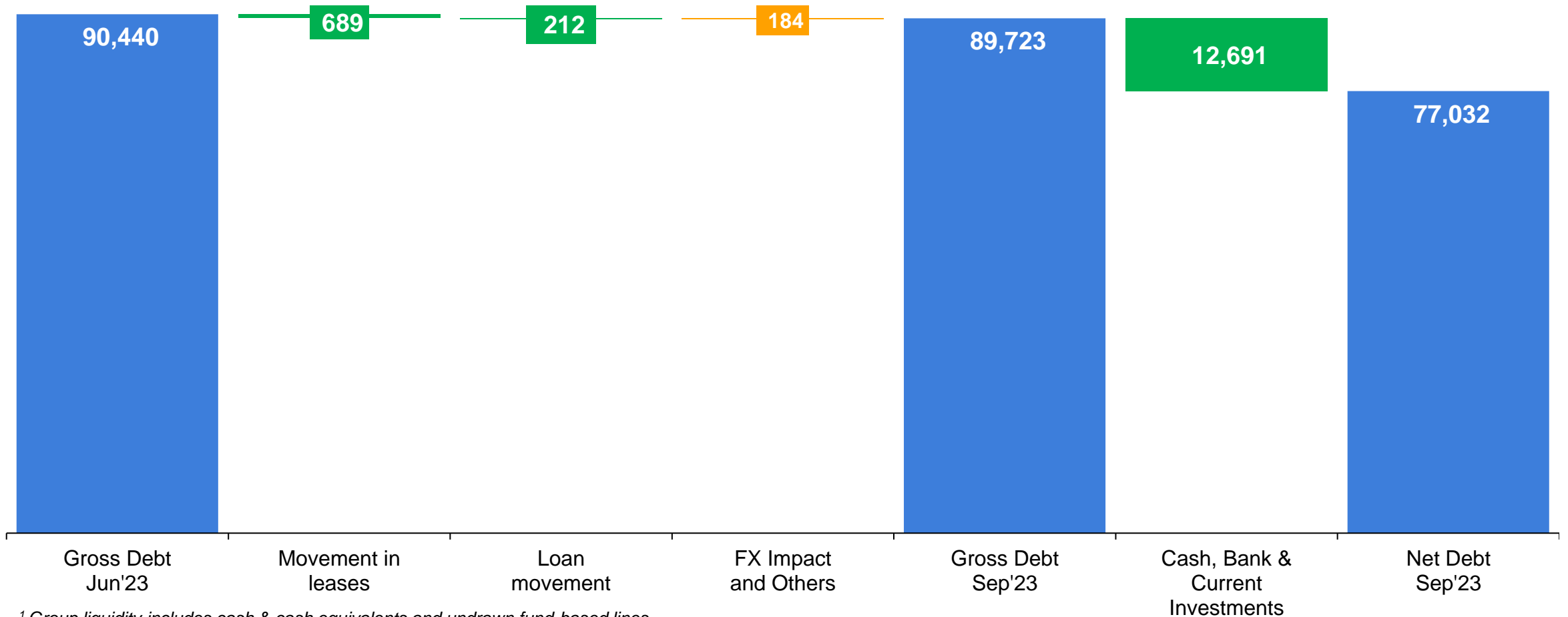


¹ EBITDA adjusted for changes on account of FX movement on intercompany debt / receivables

Net debt stood at Rs 77,032 crores

Group liquidity remains strong at Rs 27,637¹ crores

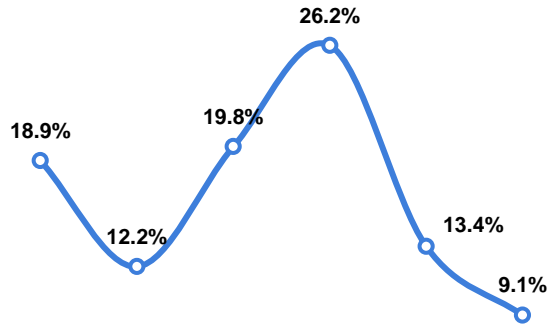
in Rs crores



¹ Group liquidity includes cash & cash equivalents and undrawn fund-based lines

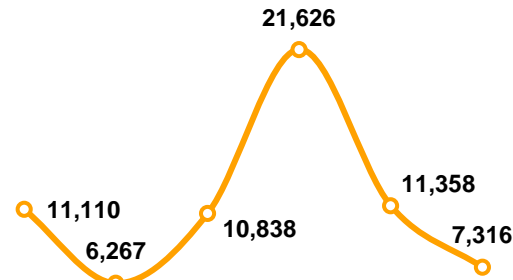
Key financial credit metrics

EBITDA Margin (%)¹



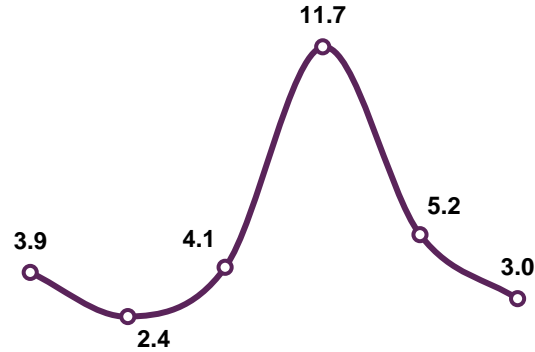
FY19 FY20 FY21 FY22 FY23 1HFY24

EBITDA / ton (Rs.)¹



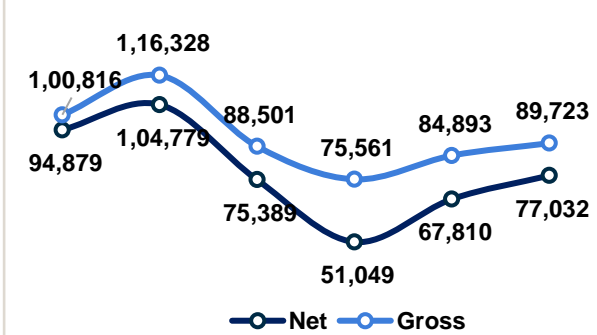
FY19 FY20 FY21 FY22 FY23 1HFY24

Interest Coverage Ratio (x)^{1,2}



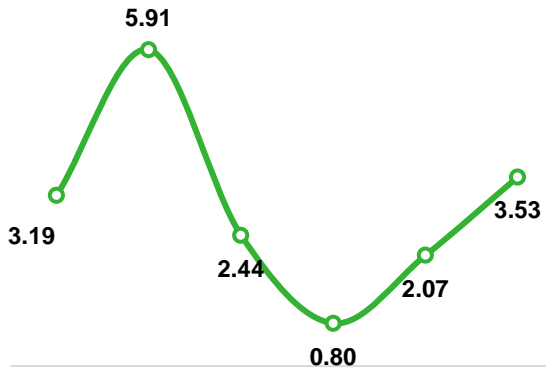
FY19 FY20 FY21 FY22 FY23 1HFY24

Gross & Net Debt (Rs. crore)



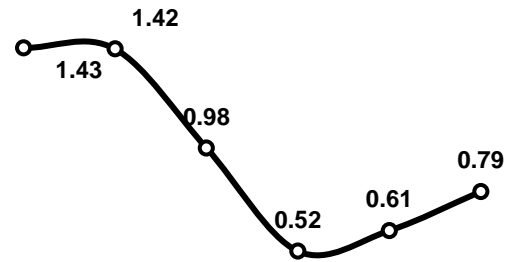
FY19 FY20 FY21 FY22 FY23 1HFY24

Net Debt / EBITDA (x)²



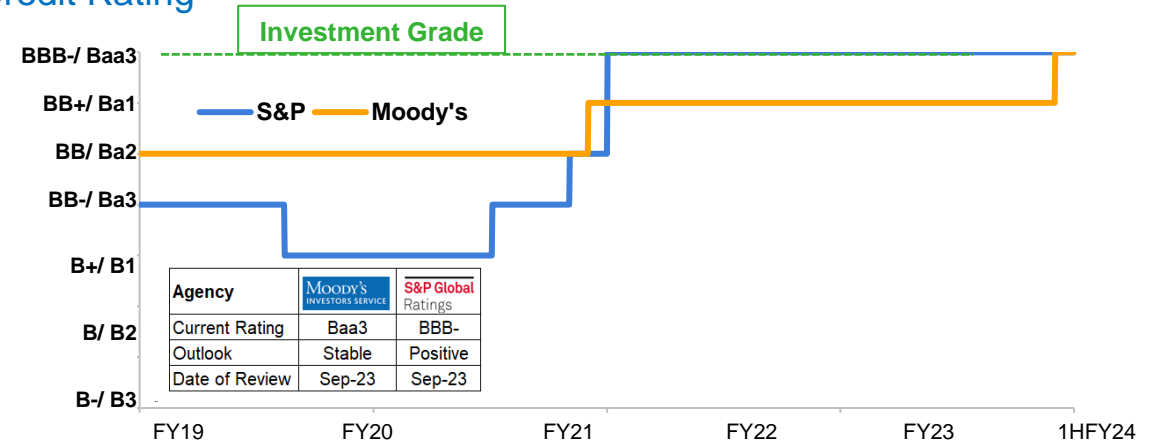
FY19 FY20 FY21 FY22 FY23 1HFY24

Net Debt / Equity (x)

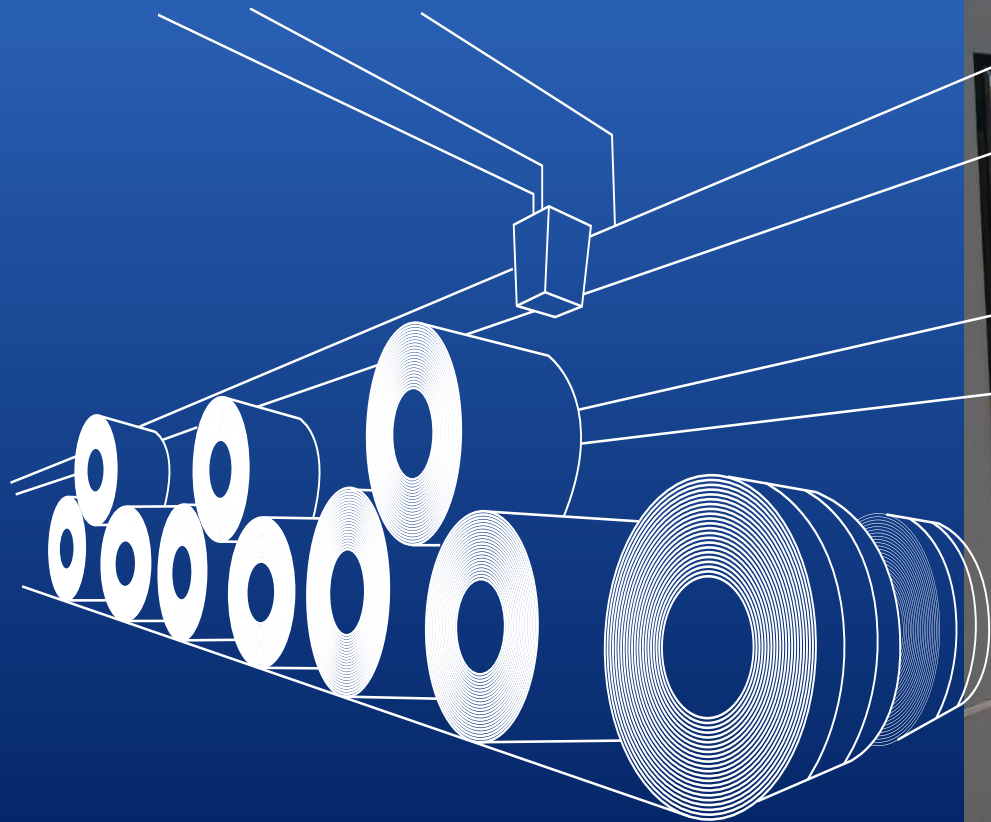


FY19 FY20 FY21 FY22 FY23 1HFY24

Credit Rating



Annexures

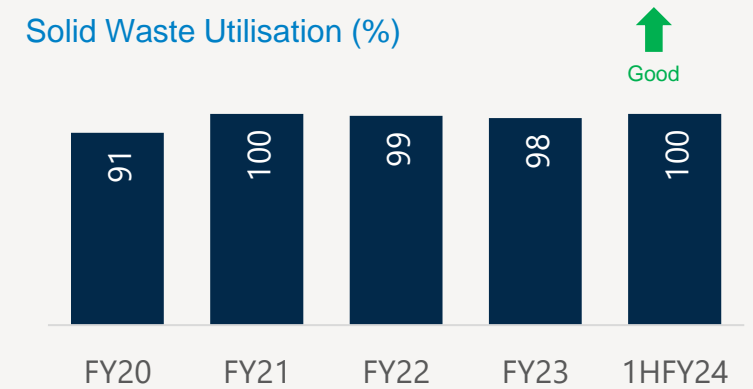
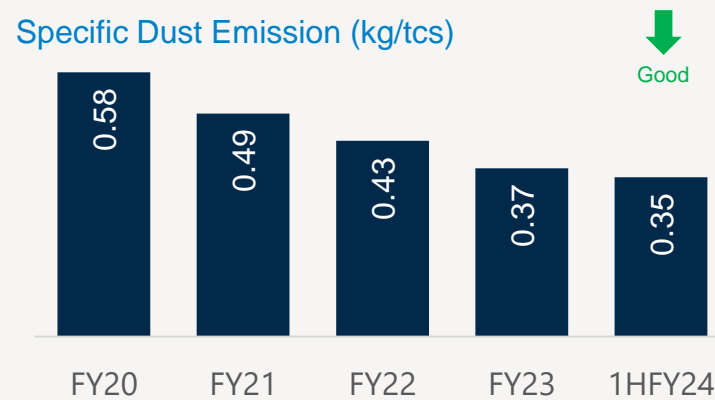
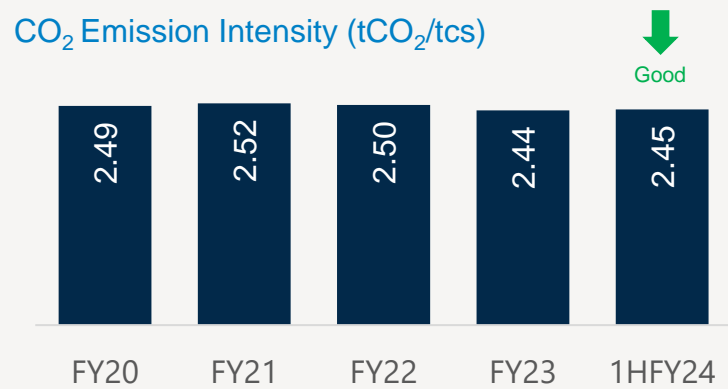
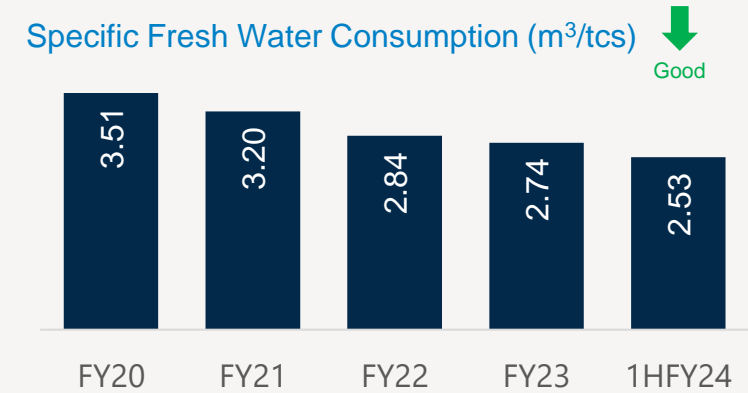
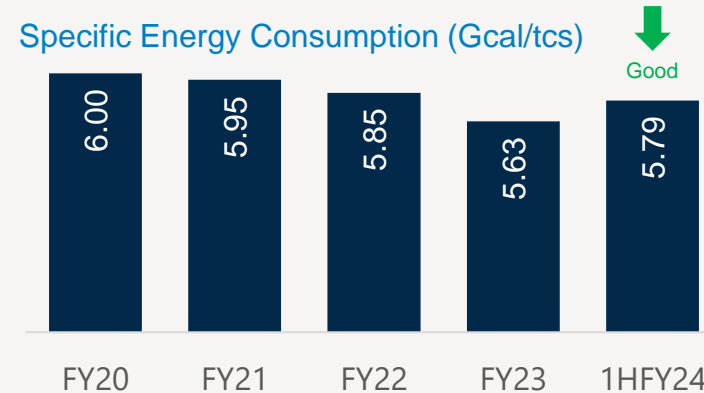
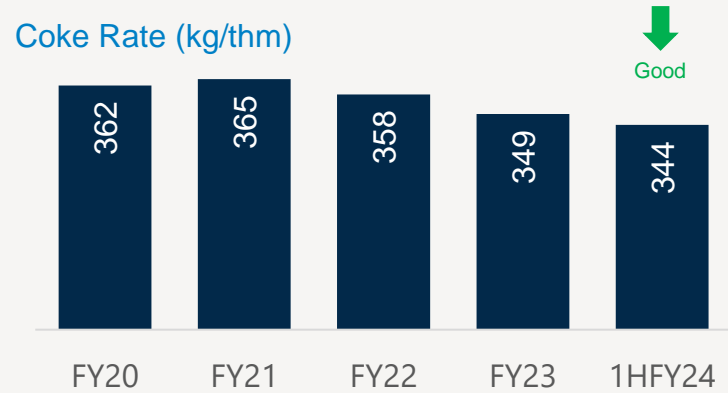


Safety Competency Development through VR modules

Tata Steel Standalone¹

Continued focus

on operational efficiencies and minimizing environmental impact



Note : 1. Tata Steel Standalone now includes Tata Steel Long products (TSLP) and Tata Steel Mining Limited (TSML) and accordingly numbers have been revised for prior periods. CO₂ emission intensity calculated as per worldsteel methodology

Tata Steel Standalone¹

(All figures are in Rs. Crores unless stated otherwise)	2QFY24	1QFY24	2QFY23
Production (mn tons)	4.91	4.84	4.80
Deliveries (mn tons)	4.82	4.79	4.91
Total revenue from operations	33,223	34,693	34,643
Raw material cost ²	14,062	15,457	17,837
Change in inventories	540	(477)	1,583
Employee benefits expenses	1,775	1,635	1,708
Other expenses	10,095	11,464	8,849
EBITDA	6,917	7,503	4,954
Adjusted EBITDA³	6,453	7,558	3,977
Adjusted EBITDA per ton (Rs.)	13,401	15,768	8,102
Other income	850	1,475	814
Finance cost	1,125	1,027	994
Pre exceptional PBT	5,050	5,632	3,043
Exceptional items (gain)/loss	12,993	11	19
Tax expenses	588	1,016	809
Reported PAT	(8,531)	4,605	2,215
Other comprehensive income	195	157	76

Key drivers for QoQ change:

- **Revenues:** decreased on lower steel realisations

- **Raw Material cost:** decreased primarily due to lower coking coal consumption cost

- **Other expenses:** decreased on lower royalty, FX impact and power costs

- **Other Income:** was lower as 1Q included one time gain on execution of long-term lease agreement with Tata BlueScope with respect to color coated lines

- **Exceptional items:** primarily relates to impairment of investment value in UK operations

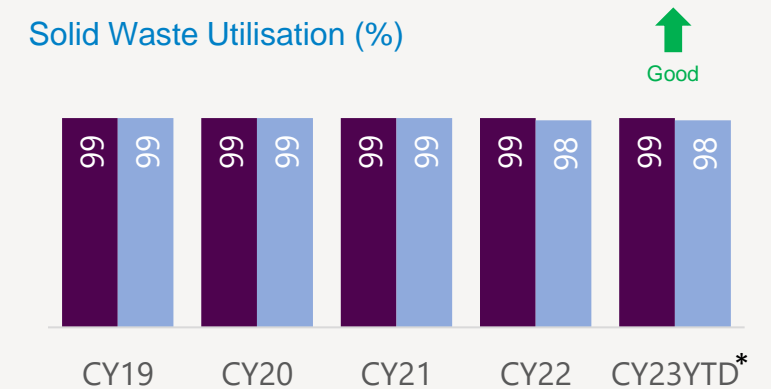
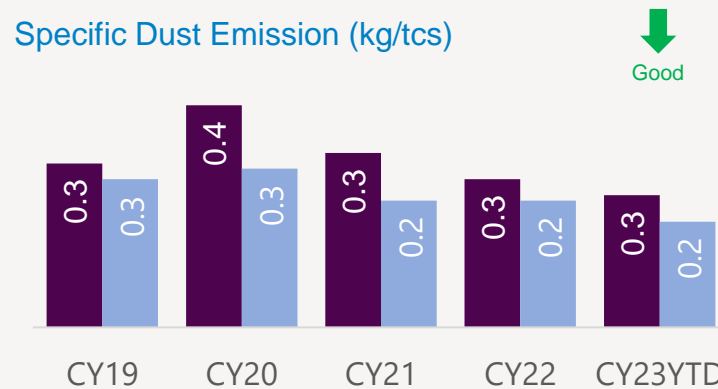
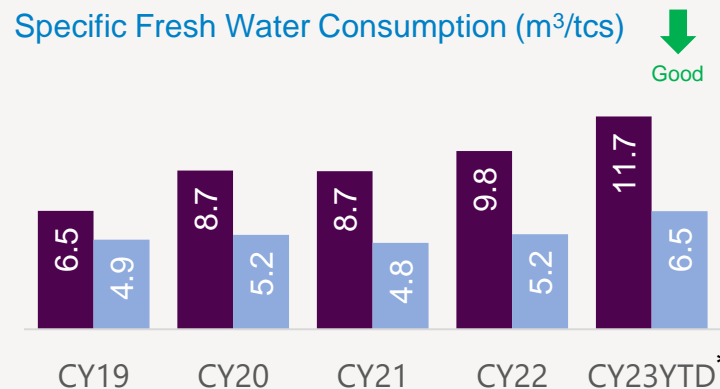
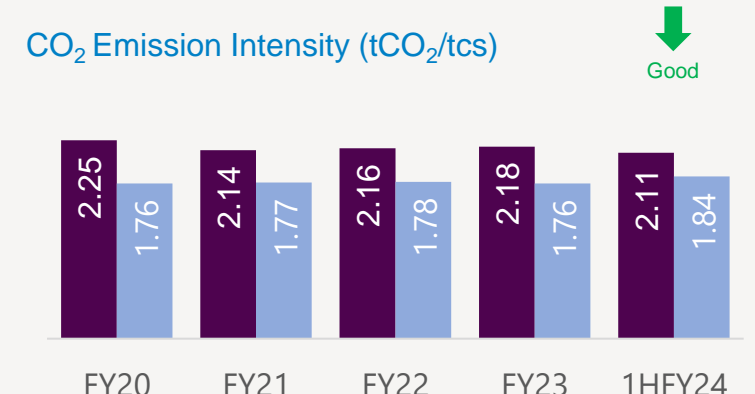
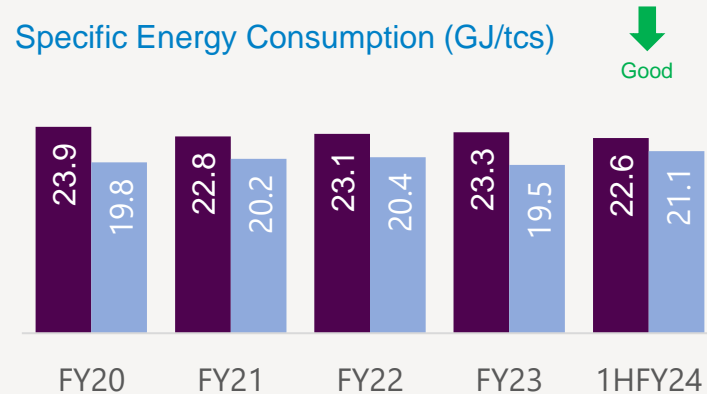
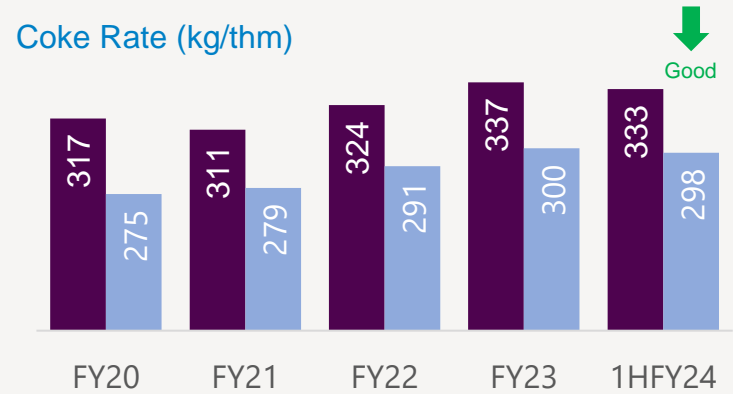
- **Tax expenses:** moved lower on account of credit due to merger of TSLP and TSML

1. Tata Steel Standalone now includes Tata Steel Long products (TSLP) and Tata Steel Mining Limited (TSML) post merger; 2. Raw material cost includes raw material consumed, and purchases of finished and semi-finished products 3. Adjusted for changes on account of FX movement on intercompany debt / receivables

TSUK

TSN

Key operating parameters



Note : TSUK and TSN report KPIs on a calendar basis aligned to regulatory requirements in their geographies, TSN parameters have been affected by ongoing relining of one of the blast furnaces, CO₂ emission intensity as per worldsteel methodology, *CY23YTD is an estimate, Solid waste utilisation for TSN revised to include use of byproducts and waste

Tata Steel Netherlands

(All figures are in Rs. Crores unless stated otherwise)	2QFY24	1QFY24	2QFY23
Liquid Steel production (mn tons)	1.19	0.94	1.65
Deliveries (mn tons)	1.23	1.37	1.27
Total revenue from operations	12,961	15,026	14,894
Raw material cost ¹	7,014	6,372	8,718
Change in inventories	(39)	2,265	(1,730)
Employee benefits expenses	2,536	2,691	2,287
Other expenses	4,594	4,871	3,834
EBITDA	(1,144)	(1,173)	1,785
EBITDA per ton (Rs.)	(9,296)	(8,574)	14,177

1. Raw material cost includes raw material consumed, and purchases of finished and semi-finished products;
 Figures prior to inter value chain eliminations

Key drivers for QoQ change:

- **Revenues:** were lower on reduction in volumes as well as realisations

- **Raw Material cost:** was higher QoQ due to higher purchase of slabs given ongoing reline of one of the blast furnaces at Ijmuiden

- **Employee benefits expenses:** decreased on provision reversal relating to wages

- **Other Expenses:** decreased primarily on lower bulk gas related costs and repairs & maintenance

Tata Steel UK

(All figures are in Rs. Crores unless stated otherwise)

	2QFY24	1QFY24	2QFY23
Liquid Steel production (mn tons)	0.76	0.85	0.75
Deliveries (mn tons)	0.73	0.75	0.75
Total revenue from operations	7,288	7,738	8,054
Raw material cost ¹	3,853	4,032	3,722
Change in inventories	312	(221)	332
Employee benefits expenses	1,121	1,129	831
Other expenses	3,369	3,196	3,176
EBITDA	(1,367)	(398)	(7)
EBITDA per ton (Rs.)	(18,801)	(5,331)	(68)

1. Raw material cost includes raw material consumed, and purchases of finished and semi-finished products; Figures prior to inter value chain eliminations

Key drivers for QoQ change:

- **Revenues:** declined upon reduction in steel realisations

- **Raw Material cost:** was lower QoQ due to drop in coking coal and iron ore consumption cost

- **Change in Inventories:** was primarily driven by NRV provision

- **Other Expenses:** increased on emission rights related costs partly offset by decline in bulk gas and electricity costs

- **Employee benefits expenses:** was broadly stable

Tata Steel Investor Relations

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