# PERFORMANCE HIGHLIGHTS

(Tata Steel India)

TATA STEEL

## **Financial Capital**

We generate our financial capital annually in the form of surplus arising from the current business operations and financing activities, which includes restructuring of debts aligned with the market conditions and other investments.

#### TURNOVER

# ₹**53,261** Cr.

Higher as compared to FY2016, due to commencement of operations at Tata Steel Kalinganagar (TSK), higher production of Chrome **Concentrate and Ferro Chrome** with improved demand in the international market

Increased by 2.6 times, as compared to FY2016, primarily on account of improved realisations, higher deliveries and lower exceptional charges over previous year

## **Manufactured** Capital

We continually invest in our integrated steel plants, consisting of our iron making, steel making and rolling facilities, warehouses, along with the logistics operations, while ensuring safety and reliability of the operations.

Our thrust on innovation and research is of paramount importance for our product development and it also reinforces our operational efficiency and resource optimisation drive, while adhering to the Standard Operating Procedures. We incorporate customer requirement in our product development. We also collaborate with experts, academia and

**NEW STEEL MAKING CAPACITY COMMISSIONED** 

**3 MnTPA** 

Flat products at Kalinganagar (BF-BOF route)

**Intellectual Capital** 

think tanks for our R&D efforts.

PATENTS FILED

(Cumulative till FY2017)

870

#### **TOTAL CRUDE STEEL** PRODUCTION

PATENTS GRANTED

(Cumulative till FY2017)

360

11.68 MnT

Target achieved due to stable operation of Jamshedpur plant and ramp up of Kalinganagar plant

**SAVINGS THROUGH IMPROVEMENT PROJECTS** 

₹**3,400** Cr.

Across the value chain

SALES

CAPEX

3.3 MnT

PRODUCTS

(New Products: Products developed in last three years)

**REVENUE FROM NEW** 



**₹3,173** Cr.

**R&D SPEND** 

₹**681** Cr.

(Cumulative from 2011)

Flat Products

Long Products







## 22%

**EBITDA** 

strong growth in deliveries

Due to supportive realisations and



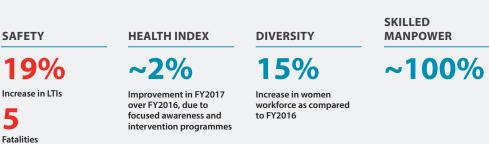
FINANCIAL 65-160 STATEMENTS



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## **Human Capital**

Our people form the core of our operations. We invest in employee welfare and happiness to drive performance excellence. Our work culture ensures safety, health, competency enhancement and overall well-being of our employees.





92.5%

**Relationship Capital** 

We believe in building long-term, transparent and trust based relationships with our partners, while adhering to applicable norms and corporate ethics. We also invest in building our partners' capacities and sharing knowledge with them.

SUPPLIERS BASE

**CHANNEL PARTNERS** 

**CUSTOMERS** 

**COLLABORATIONS** 

5,000+



Customer Satisfaction Index



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Harmonious presence among our neighbouring communities bears a testimony to the value we place in community development initiatives, while partnering with them in their growth story.

### **CSR OUTREACH**

**Social Capital** 

Million People Impacted





Consistently higher than the mandate

## **Natural Capital**

We depend on the stock of natural resources like iron ore, coal and other minerals which constitute our key raw materials. At the same time resources like land and water, are indispensable for our operations. We also manage the impacts of our operations on the natural environment.

### **ENERGY INTENSITY**

.7% Improvement over FY2016 (At Jamshedpur Steel Works)

#### WATER CONSUMPTION



Improvement in Specific Water Consumption over FY2016 (At Jamshedpur Steel Works)