

Tata Steel's Q4 & consolidated FY17 Key Production and Sales Figure (Provisional)

Jamshedpur, April 1, 2017:

Production and Sales Performance: Tata Steel India

Figures (provisional) in '000 tonnes

Items	Q4	Q3	Q4	April-March	
	FY16	FY17	FY17	FY16	FY17
Hot Metal	2,714	3,407	3,519	10,655	13,059
Crude Steel	2,560	3,150	3,210	9,960	11,689
Saleable Steel	2,546	3,162	3,108	9,698	11,341
Sales	2,719	2,994	3,177	9,544	10,942

Key Highlights:

Tata Steel Jamshedpur Plant

- Blast Furnaces achieved best-ever Hot Metal FY17 production of 10.83 million tonnes (Previous best 10.66 million tonnes in FY16)
- Blast Furnaces achieved lowest best-ever coke rate of 360 Kg/thm in FY17 (Previous best 380 Kg/thm in FY16), highest best-ever coal rate of 181 Kg/thm in FY17 (Previous best 168 Kg/thm in FY16), & best-ever fuel rate of 542 Kg/thm in FY17 (Previous best 548 Kg/thm in FY16)
- Sinter Plant achieved best-ever 8.1 million tonnes of Net Sinter production in FY17 (Previous best 7.86 million tonnes in FY16)
- Cold Rolling Mill achieved best-ever 1.834 million tonnes production in FY17 (Previous best 1.831 million tonnes in FY15)
- New Bar Mill achieved best-ever 1.03 million tonnes production in FY17 (Previous best 0.95 million tonnes in FY16)

Tata Steel Kalinganagar Plant

- Coke Plant achieved 1.5 million tonnes of Gross Coke production in FY17
- Blast Furnace achieved 2 million tonnes of Hot Metal production in FY17
- Steel Melting Shop achieved 1.5 million tonnes of crude steel production in FY17
- Hot Strip Mill achieved 1.5 million tonnes production of HR coils in FY17

Sales Highlights

- In FY17, Steel Marketing & Sales achieved its highest-ever annual sales volume of 10.94 million tonnes, up by 15% over FY16 sales of 9.54 million tonnes.
- Achieved highest-ever annual Automotive sales at 1.54 million tonnes, a growth of 9% Year-on-Year (YoY) against industry growth of ~6%, taking our market share from 42% in FY16 to 44% in FY17.

TATA STEEL LIMITED

Registered Office Bombay House 24 Homi Mody Street Fort Mumbai 400 001 India
 Tel 91 22 6665 8282 Fax 91 22 66657724
 Corporate Identity Number L27100MH1907PLC000260 Website www.tatasteel.com

PK

- Exports sales grew to 7% of total volume in FY17 as against 2% of total volume in FY16.
- Best-ever branded B2C sales of ~1.6 million tonnes in FY17 as against 1.56 million tonnes in FY16.
- Achieved a market share of 47% (1 out of every 2 cylinders is made from our steel) in the LPG segment.
- System Revenue from Services & Solutions business for steel division registered a growth of 16% YoY in FY17.

Awards & Recognitions

- Won the 'Ispat Suraksha Puraskar - 2017' for Zero Fatal Accident in Jamshedpur Works in 2016 by Joint Committee on Safety, Health & Environment in Steel Industry (JCSSI), a national level apex bipartite forum of management & trade union representatives from public and private sector steel companies.
- Received an award for 'Outstanding Company in Steel' at the 6th EPC World Awards.
- Received 'Performance Excellence Award 2016 (Platinum Category)' at the 21st CEOs Conference organised by Indian Institution of Industrial Engineering (IIIE).
- Won the 'Best in Quality' award at the 9th Annual Franchise India and Magpie Estate Awards.
- Received the 'Overall Excellence Award' from Maruti Suzuki and 'Overall Performance Award' from Tata Motors.
- Certified as a 'Great Place To Work' by Great Place To Work Institute - India.
- Conferred the 'Best Companies to Work for' 2016 award in the core sector by Business Today.
- Recognized as the World's Most Ethical Company for the year 2017 by Ethisphere Institute for the fifth time.
- Received an award for 'Best Risk Management Practice' in the category of Metals & Mining at the 3rd India Risk Management Awards 2017.

About Tata Steel

Tata Steel Group stands among the top global steel companies with an annual crude steel capacity of 28 million tonnes per annum (MnTPA) and a turnover of US \$17.69 billion in FY16. It is the world's second-most geographically-diversified steel producer, with operations in 26 countries and commercial presence in over 50 countries. Established in 1907, the Group's vision is to be the world steel industry benchmark in "Value Creation" and "Corporate Citizenship" through the excellence of its people, approach and overall conduct. Underpinning this vision is a performance culture committed to aspiration targets, safety and social responsibility, continuous improvement, openness and transparency. Having bagged the Deming Application Prize and Deming Grand Prize for continuous improvement in 2008 and 2012 respectively, Tata Steel has now been recognised as the global 'Industry Leader' in 'Steel category' by Dow Jones Sustainability Index. Besides being one of 'worldsteel's' Climate Action members, it has also been awarded the CII ITC Sustainability Prize, the 'Best-in-class Manufacturing' by TIME Award, the Prime Minister's Trophy for the best performing integrated steel plant, 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

Tel: +91 657 664 5512/ +91 92310 52397

E-mail: kulvinsuri@tatasteel.com