## **INTER METAL DISTRIBUTION**

French Simplified Joint Stock Company 3 Allée des Barbanniers 92230 GENNEVILLIERS

## The auditor's report on the annual accounts

The financial period ended on March 31st 2017



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#### INTER METAL DISTRIBUTION

French Simplified Joint Stock Company
3 Allée des Barbanniers
92230 GENNEVILLIERS

### The auditor's report on the annual accounts

Financial period ended on March 31st 2017

To the stakeholder,

In accordance with the assignment entrusted to us by you, we hereby report to you for the financial year ended March 31st 2017 on:

- The financial audit of the company INTER METAL DISTRIBUTION, as attached to this report
- The justification of our assessments
- The specific verifications and information required by law

The annual accounts were drawn up by the Chairman. Our role is to express an opinion on these annual accounts, based on our audit.

#### I. Opinion on the annual accounts

We conducted our audit in accordance with professional standards applicable in France: those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free or material misstatement. An audit includes examining, on a test basis or through other selection methods, evidence supporting the amounts and disclosures. It also consist in appreciating the accounting principles used, significant estimates made as well as the overall presentation of the statements. We believe that our audit has provided us with sufficient relevant information which to base our opinion.

We certify that the annual statements are, in accordance with the French rules and principles, regular and sincere, and give a faithful idea of the result of the past fiscal year, and of the financial situation and assets of the company at the end of the fiscal year.

## 2/2

# Deloitte.

#### INTER METAL DISTRIBUTION

#### II. Justification of the assessments

Pursuant to the provisions of article L. 823-9 of the French Commercial Code relating to the grounds for our assessments, we inform you that the assessments we made to make our opinion focused on the appropriateness of the accounting policies applied.

The assessments thus given are based on our audit of the annual accounts taken as a whole and have therefore contributed to our opinion as presented in the first part of this report.

#### III. Specific verifications and information

We also carried out, in accordance with the rules and principles of accounting generally accepted in France, the special verifications prescribed by law.

We have no comments on the truth and fairness of the information on the financial position and financial statements presented on the Chairman's report and on the documents addressed to the sole partner.

Neuilly-sur-Seine, June 12 2017
The external auditor
Deloitte & Associates

Mark BATHGATE

## INTER METAL DISTRIBUTION S.A.S

3 Allée des Barbanniers 92230 GENNEVILLIERS

Financial statements as on 31 March 2017

## **ASSETS**

Categories	Amount 81111	Prov Amount.	03/31/17	03/31/2016
Uncalled subscribed capital				
INTANGIBLE ASSETS Formation expenses Development costs Concessions, patents et similar rights	14625	14625		
Commercial funds				
Other intangible assets				
Advances, down payments, intangibles				
TANGIBLE ASSETS Lands				
Constructions				
Technical installations, plant, equipment Other tangible assets Current assets	31726 43938	21586 43875	10140	1 3205 63
Advances and deposits				
LONG-TERM INVESTMENTS Investments by the equity method				
Other Investments				
Receivable attached to holdings				
Other financial assets				
Loans				
Other long-term investments	1467		1467	1467
FIXED ASSETS	91756	80806	11670	14735
INVENTORY AND WORK IN PROGRESS Raw material, supplies Ongoing goods production Ongoing service production Intermediate and finished products Merchandises	931008		931 008	661 087
Advances and deposits paid on order				
<b>RECEIVABLES</b> Receivables from suppliers and attached accounts	10348100		10348100	419611
Other receivables Subscribed capital, called, unpaid	5 647137		5 647137	2 486334
OTHERS Short-term investments				
(including treasury shares:				
Cash assets				
ADJUSTING ACCOUNTS				
Prepaid expenses	64939		64939	61 112
CURRENT ASSETS	16 991 184		16 991 184	9 754 645
Loan issuance costs amortized over the loan term Bond redemption premium Unrealised losses on foreign exchanges				
OVERALL TOTAL	17 802 940	80 086	17 002 854	9 769 380

## **ASSETS**

Categories		03/31/17	03/31/2017
Equity or individual capital (of which paid up: Issuance, merger and share premiums	76 225 )	76 225	76 225
Revaluation surplus (including equivalence difference:	)		
Legal reserve Statutory or contractual reserves		76 22	7622
Regulated reserves (including prov. Reserves. Short-term fluctuation	)		
Other reserves ( including purchase of original artists work	)		
Retained earnings		3 538 645	3 431 156
RESULT OF THE FINANCIAL YEAR (profit or loss)		1 382 315	1 107 490
Investment grants			
Regulated reserves			
	EQUITY	5 004 808	4 622 493
Proceeds from issues of participating securities			
Conditional advances			
0	THER EQUITY		
Reserves for liabilities			
Reserves for charges		334 286	290 382
	RESERVES	334 286	290 382
FUNDING LIABILITIES			
Mandatory convertible borrowings			
Other mandatory borrowings			
Loans and other borrowing from credit institutions			
Borrowings and other financial liabilities(including equity participation	)		
Advances and deposits received on current orders			
OPERATING LIABILITIES			
Accounts payable and related accounts		10 156 07	3 612 751
Tax and social security liabilities		1 486 651	1 176 017
OTHER LIABILITIES Accounts payable on fixed assets and related accounts			
Other liabilities		39 033	67 737
ADJUSTING ACCOUNTS			
Deferred revenue			
	DEBTS	11 663 761	4 856 505
Unrealized exchange losses			
OVER	ALL TOTAL	17 002 854	9 769 380

Net profit in euros and cents 1 382 314, 88

Balance sheet in euros end cents 17 002 854, 32

## PROFIT-AND LOSS ACCOUNT (list view)

Categories	France	Exportation	03/31/17	03/21/2016
Sales of merchandises	3 759 220	55 815 585	59 574 805	47 430 465
Production of merchandise sold	79 132	999 776	1 078 908	1 026 037
Production of services sold  NET SALES	3 838 352	56 815 361	60 653 713	48 456 502
Production transferred to inventory	3 636 332	30 013 301	00 033 713	40 430 302
Capitalized production Operating subsidy Provision reversals, amortizations and provis	ions, transfers of fina	ncial charges	7.00	2851
Other products			7633	7645
	OPERATING	INCOME	60 661 345	48 446 997
Purchase of goods (including customs duty) Inventory change (merchandises) Purchase of raw materials and other supplies ( Inventory change ( raw materials and supplie			52 399 524 (226 922) 685	40 324 471 241 964 423
Other purchases and external expenses			3 708 929	3 733 292
Taxes, duties and other levies			176 167	148 774
Wages and salaries			1 520 786	1 345 510
Payroll tax expenses			708 734	671 500
OPERATING ALLOWANCES On fixed assets: amortisations On fixed assets: impoirments			3 065	3 174
On fixed assets: impairments On current assets: impairments				
Provision expenses				
Other charges			43 904 946	2210
	OPERAT	ING EXPENSES	58 292 819	46 471 319
	INCOME FROM		2 368 527	1 995 678
OPERATIONS IN COMMON Profit achieved and loss transferred Loss supported or transferred profit				
FINANCIAL REVENUES Financial income from equity interests Short-term investment revenues and permanen	t assat maaiyahlas			
Other interests and receivables Reversal of depreciations and provisions, trans				
charges			3373	
Foreign exchange gains Net income from sale of short-term investment	te		3373	
The medic from saic of short-term investment		CIAL REVENUES	3373	
Financial appropriation for depreciation, amort			5515	
Interests payable and similar charges	uzation and provision		339 356	337 024
Foreign exchange losses			3731	2809
Net income from sale of short term investment	S			
	FINAN	ICIAL EXPENSES	343 086	339 833
	J	FINAL INCOME	(339 714)	(339 833)
	RESUL	T BEFORE TAX	2 028 813	1 665 846

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## **PROFIT-AND-LOSS ACCOUNT (suite)**

Categories	03/31/17	03/31/16
Non-recurring income on management operations	105 706	
Non-recurring income on capital transactions		
Financial appropriations for depreciations, amortizations and provisions		
NON-RECURRING INCOME	105 706	
Non-recurring expenses on management operations		
Non-recurring expenses on capital transactions		
Financial appropriations for depreciations, amortizations and provisions		
NON-RECURRING EXPENSES		
EXTRAORDINARY RESULT	105 706	
Employee profit-sharing		
Income tax liability	752 204	548 356
TOTAL INCOME	60 770 424	48 466 997
TOTAL EXPENSES	59 388 109	47 359 507
PROFIT OR LOSS	1 382 315	1 107 490

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ANNEX

#### ACCOUNTING REGULATION AND POLICIES

The annual accounts are drawn up pursuant to the legal and regulatory provision applicable in France as per the Regulation 2016-07 dated 04/11/2016 of the ANC (France's national accounting standards body).

The usual French accounting conventions have been applied in keeping with the principles of prudence and in compliance with the following underlying assumptions: continuity of operations, constant accounting methods from one fiscal year to the next, independence of fiscal years and in compliance with the general rules for drawing up and presentation of annual accounts.

#### PROPERTY PLANT AND EQUIPMENT

Property plant and equipment are assessed their acquisition cost (purchase price and incidental expenses)

Depreciations are calculated according to the expected life of the asset

The more commonly practiced rates are as follow (SL = Straight line depreciation; D = Declining balance depreciation; E = Exceptional depreciation)

Duananty plant and agricument	Depreciation tax	Depreciation
Property plant and equipment	purposes	deductible of
Technical installations, plant, equipment	10 % SL	10 % SL
General equipment, fixtures and fittings	10 % SL	10 % SL
Transport equipment	20 % SL	20 % SL
Office supplies	20 % SL	20 % SL
Hardware	33 1/3 % SL	33 1/3 % SL
Furniture	10 % SL	10 % SL

#### **INVENTORIES**

The Inventories are assessed according to the first in and first out method.

The gross value of the goods and supplies include the purchase price.

The accounting and depreciation method of the inventories has been calculated according to the movement in prices of the market.

#### CLIENTS RECEIVABLES

Receivables are stated at their nominal value.

A provision for depreciation is set aside when the balance sheet value is less than the book value.

#### **TURNOVER RECOGNITION:**

The turnover is recognised according to the "incoterms" mentioned in the contract and in general at the time at the time of the delivery to the customer.

#### CHANGE IN THE ASSESSMENT METHOD

There has been no noticeable change in the assessment method during the fiscal year.

#### CENTRALIZED CASH MANAGEMENT

In application of the centralization cash management convention, linking the company TATA STEEL FRANCE HOLDING SAS, centralizing entity of the treasury of the French companies of the group, the company's position towards the establishment of the credit providing the centralized cash management is subject to automatic compensation with the central treasury. As a result, any surplus or overdraft of the company with respect to the credit facility is respectively transferred to, or hedged by, Tata Steel France Holding SAS.

Balances transferred to, or hedged by, Tata Steel France Holdings SAS are presented in the balance sheet respectively in Other Receivables or Other Liabilities.

The company presents in the balance sheet in Cash and Borrowings and Debts towards the credit institutions the balance of operations which were not subject at the close of the year to a transfer to, or a hedge By, Tata Steel France Holdings SAS.

As of 03/31/2017, the cash surpluses transferred to Tata Steel France Holding SAS is 5 441 745  $\,\in$  and are thus presented in Other Receivable

#### REMUNERATION PAID TO MEMBERS OF MANAGEMENT BODIES

We shall not divulge this information as this may allow the identification of the persons concerned.

#### RECEIVABLES AND LIABILITIES WITH AFFILIATED UNDERTAKINGS

Receivables owed by affiliated undertakings: € 5,603,298 Liabilities owed to affiliated undertakings: € 8,936,299

The company has not concluded any transactions with affiliated parties during the fiscal year closed on 31 March 2017, where that transaction is material and according to terms that are not under normal commercial conditions.

#### C.I.C.E.

The C.I.C.E. (tax credit for employment and competitiveness) is accounted for based on the commitment and is taken into consideration as and when the commitments of the corresponding compensation expenses are made. The accounting of the C.I.C.E. is carried out with through a reduction of the staff-related expenses, credit of a subsidiary account 64 (ANC, information note dated 28 February 2013).

There was no need for pre-financing during the 2015 fiscal year.

#### FINANCIAL INCOME AND EXPENSES WITH THE AFFILIATED UNDERTAKINGS

Income from affiliated undertakings: € 0

#### FISCAL INTEGRATION

Since January 1<sup>st</sup> 2004, the company Tata Steel International France S.A.S.is integrated into the fiscal group of Tata Steel International France S.A.S.

The tax consolidation agreement stipulates that the company pays Tata Steel France Holdings SAS the corporate tax charge it owes as if its results were declared autonomously. Given the size of Tata Steel International France S.A.S., we do not disclose this information because it would allow the identification of the persons concerned.

Considering the accounting profit of  $\in$  2,134,000 before corporate taxes and after integrating the provisions and the non-deductible expenses and deduction of the write-backs and non-taxable earnings, the fiscal year generated yielded a positive tax result of  $\in$  2,257,000.

The tax liability towards TATA STEEL FRANCE HOLDINGS S.A.S., the head of the tax group, is determined as  $\in$  752,000

#### INFORMATION THE SOCIAL CAPITAL

	Number of shares	Nominal Value
Number of shares at the		
closing date	5 000	15, 25

#### **CHANGE OF EQUITY**

Opening shareholder's equity 4 622 493 €

Current change

Result March 31<sup>st</sup> 2017 1 382 315 €

Dividend payment (1 000 000) €

Equity at year-end closing after A.G.O. 5 004 808 €

# PROVISION FOR EMPLOYEE BENEFITS RETIREMENT BENEFITS

As of 31 March 2017 the net liability with respect to the employees amounts to  $\in$  334,286 while taking into consideration a partial coverage by means of a contract signed with an insurance company whose value, as of 31 March 2017, amount to  $\in$  20,422 and which is recognised as provisions for risks and expenses.

#### **Parameters specific to Inter Metal Distribution**

Rates of salary increase 2 % Rate of inflation 2 %

Age at retirement 65 yrs for managers
Age at retirement 63 yrs for non-managers

Mortality table INSEE/TD/TV 2012-2014

Turn-over rates from 16 years old to 24 years old 5 %

from 25 years old to 29 years old 5 % from 30 years old to 34 years old 3 % from 35 years old to 39 years old 5 % from 40 years old to 44 years old 5 % from 45 years old to 49 years old 5 %

Discount rate 1.29 %

#### EVOLUTION OF THE D.I.F. (INDIVIDUAL TRAINING ENTITLEMENT)

The law no. 2014-288 dated 5 March 2014 regarding professional training, employment and social democracy has repealed the DIF and has been substituted, starting from 1 January 2015, by the CPF – the Personal Training Account.

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# **OFF BANKSHEET**None

### BANK GUARANTEE

- None

#### HIGHLIGHTS ON THE FISCAL YEAR

- None

## SUBSEQUENT EVENTS TO THE FINANCIAL YEAR CLOSING

- None

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INFORMATION BALANCE SHEET AND INCOME STATEMENT

## **CAPITAL ASSETS**

Categories	Beginning of financial year	Révaluation	Acquisit., fin. contributions
FORMATION EXPENSES AND DEVELOPMENT COSTS			
OTHER INTAGIBLE FIXED ASSETS	14 625		
Lands	11.020		
Including components			
Buildings on own property			
Buildings on other property			
Buildings. General installations, other fixtures and fittings			
Techn. Install, plant and industrial material	31 726		
General Install., sundry fixtures, fittings	18 577		
Transport material	25 361		
Office supplies , hardware, furniture	25 301		
Recoverable packaging's and other			
Long-term investments in course			
Advances and deposits			
IMMOBILISATIONS CORPORELLES	75 664		
Value of securities using the equity method			
Other participations			
Other securities holdings			
Loans and other long-term investments	1 467		
LONG-TERM INVESTMENTS	1 467	·	_
OVERALL TOTAL	91 756		

Categories	Installment	Cession	End of the financial year	Original value
FORMATION EXPENSES AND DEVELOPMENT COSTS				
OTHER INTAGIBLE FIXED ASSETS			14 625	
Lands				
Buildings on own property Buildings on other property Buildings.General installations, other fixtures and fittings Buildings on other property				
Buildings. General installations, other fixtures and fittings				
Tech install. ,plant, industrial equipement General. Install, sundry fixtures and fittings Transport material			31 726 18 577	
Office material, hardware, furniture Recoverable packaging's and other Tangible assets in course Advances et deposits			25 361	
TANGIBLE ASSETS			75 664	
Companies accounted for using the equity method Other participations Other securities holdings Prêts et autres immobilisations financières			1 467	
LONG-TERM INVESTMENTS			1 467	
OVERALL TOTAL			9 1756	

## PROVISIONS AND DEPRECIATIONS

Categories	Beginning of financial year	Provisions	Reversals	End of financial year
START-UP AND DEVELOPMENT COSTS OTHER INTANGIBLE ASSETS Lands	14 625			14 625
Buildings on own property Buildings on other property				
Buildings.General installations, other fixtures and fittings				
Technical installations, plant, industrial equipment	18 521	3065		21 856
General installations, other fixtures and fittings	18 495			18 495
Transport material				
Office supplies, hardware and furniture	25 379			25 379
Recoverable packagings and other items				
TANGIBLE ASSETS	62 396	3065		65 461
OVERALL TOTAL	77 021	3065		80 086

MOVEMENT	MOVEMENT BREAKDOWN AFFECTING THE PROVISION FOR SPECIALDEPRECIATION ALLOWANCES						
	Provisions		Reversals			Depreciations	
Categories	Time differential and others	Declining balance basis	Exceptional fiscal depreciation	Time differential and others	Declining balance basis	Exceptional fiscal depreciation	movements End of financial year
FRAISETBL AUT. INC.							
Lands Buildings							
<ul><li>Own prop.</li><li>Other prop.</li><li>Installations</li></ul>							
Tech. Install. Gén Install. Transp Mat Off. Suppl.							
Recov. Pack.  TANGIBLE							
Shares Acquis.							
TOTAL							

Charges spread over several years	Beginning of financial year	Increases	Provisions	End of financial year
Loans issue costs amortized over the loan term Bond redemption premiums				

## RESERVES AND DEPRECIATIONS

Categories	Beginning of financial year	Provisions	Reversals	End of financial year
Mining and soil resources provisions, Investment provisions Pricing escalation provisions Special depreciation allowance Of which exceptional de 30 % Surcharge for start-up loans Other tax-driven provisions				
REGULATED RESERVES				
Reserves for disputes Reserves for customer warranties Interest-loss reserves Reserves for penalties and fines Reserves for foreign exchange losses Reserves for pensions and similar obligations Reserves for income taxes Reserves pour replacements of assets Reserves for asset depreciations and impairments Reserves for social charges on paid leave Other reserves for possible losses	290 382	43 904		334 286
RESERVES FOR POSSIBLE LOSSES	290 382	43 904		334 286
Depreciations on property and equipment Depreciations on intangible assets Depreciations on equity affiliates Depreciations of investments in securities Other financial depreciation Depreciations stocks and work in progress Depreciations on the customer accounts Other depreciations				
DEPRECIATIONS				
OVERALL TOTAL	290 382	43 904		334 286
Allocation to depreciation and provisions Charges and reversals: financial Charges and reversals: exceptional Depreciation of the value of the securities using the e		43 904		

## RECEIVABLES AND DEBTS

STATEMENT OF DEBTS	Gross	1 year	More than a year
Debts linked to undertakings			
Loans			
Other long-term investments	1467	1467	
Doubtful debts or disputes	1467	1467	
Other creditors	10 384 100	10 384 100	
Debts representing loaned securities Personnel			
Accounts payable			
Social Security and other liabilities			
Other taxes and duties recoverable:Income tax			
Other taxes and duties: value added tax	187 673	187 673	
State, other local authorities: other taxes, taxes, installent assimilated	10, 0,0	107 073	
State, other local authorities: Sundry debts			
Group and associated	5 456 412	5 456 412	
Sundry debtors	3052	3052	
Deferred charges	64 939	64 939	
OVERALL TOTAL	16 06 643	16 06 643	
Amount of loans granted during the financial year Repayments received during the financial year			
Loans and advances to associates			

STATEMENT OF DEBTS	Gross Amount	Within 1 year	More than 1 year,-5 years	More than 5 years
Convertible bonds				
Other debenture bonds				
Borrowings and debts repayable within max.1 year at inception				
Borrowings and debts repayable after more than 1 year at inception				
Borrowings and other financial debts				
Suppliers and related accounts	10 156 077	10 156 077		
Personnel and related accounts	322 152	322 152		
Social security and other social organisms	228 271	228 271		
State: Income taxes	757 034	757 034		
State: value added tax	11 727	11 727		
State : caution bonds				
State: other taxes, taxes and similar	149 467	149 467		
Liabilities on long-term assets and linked liabilities				
Group et associated				
Other liabilities	39 033	39 033		
Debt securities representing borrowings				
Deferred income				
OVERALL TOTAL	11 663 761	11 663 761		
Amount of loans granted during the financial year Repayments received during the financial year Loans and advances to associates				

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## **CHARGES IN DETAILS**

31/03/2017

CHARGES TO PAY	1 734 911, 86
ACCOUNTS PAYABLE AND RELATED ACCOUNTS	1 142 208, 30
408000 F.FACT N/P TATA STEEL MAUBEUGE	239 417.00
408001 FNP TRANSPORTS	277 531,00
408004 F.FACT N/P TATA STEEL IJ LITIGES	34 417,00
408005 F.FACT N/P TATA STEEL STRIP IJ	526 422, 57
408006 F.FACT N/ HONORAIRES	35 902, 00
408007 F.FACT N/P TATA STEEL COLORS	23 461,31
408009 F.FACT N/P UNITOL	57,42
408100 Frs invoices not received	5 000, 00
TAX AND SOCIAL SECURITY	592 703,56
4282000 Prov/paid leave debts	90 151,95
4286000 Prov. premiums	137 500,00
4286100 Other payables	94 500,00
4382000 Social charges on paid leave	47 781,24
4386000 CS / premiums	73 303,00
4486100 Tax learning	4570,79
4486200 Professional tax training	5845,58
448630 Ç V A É to pay	44 656, 00
448640 Organic to pay	85 395,00
448650 State charges to be paid T.V.T.S.	9 000,00

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## NON-RECURRING EXPENSES AND INCOME

Nature of the expenses	Amount	Account posting
NON-RECURRING EXPENSES		6720000
TOTAL		

Nature of the products	Amount	Account posting
NON-RECURRING INCOME	105 706	7718000
TOTAL	105 706	

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FINANCIAL COMMITMENTS, OTHER INFORMATION

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### AVERAGE COMPANY'S TOTAL WORKFORCE

Workforce	Salaried personnel	Personnal available to the company
Executives Supervisors, technicians Employees	9	
Workers	3	
TOTAL	18	

# IDENTITY OF PARENT COMPANY CONSOLIDATING THE ACCOUNTS OF THE COMPANY

Corporate name– Head office	Form	Capital amount	% held
Name of the Multinational company: TATA STEEL Ultimate Parent: TATA STEEL Entity submitting the CBCR: TATA STEEL LIMITED Jurisdiction: India			
TSL corporation tax reference: AAACT2803M( PERMANENT ACCOUNT NUMBER PAN) TSL Registered address Bombay House 24, Homi Mody Street Mumbai – 400 001 INDIA			

These accounts are a translated version for information purpose only, the original language version prevails in the event of any discrepancies between the English translation and the original.