

### Tata Steel: 3QFY21 Production and delivery volumes (Provisional)

Tata Steel reports strong quarterly domestic deliveries, exports shrink to 11% of overall deliveries

Mumbai, January 08, 2021

All Figures are in million tons

Items	3QFY21 (Provisional)	2QFY21 (Actual)	3QFY20 (Actual)	9MFY21 (Provisional)	9MFY20 (Actual)
<b>Production volume<sup>1</sup>:</b>					
Tata Steel India <sup>2</sup>	4.60	4.59	4.47	12.18	13.48
Tata Steel Europe	2.61	2.15	2.51	6.91	7.62
<b>Delivery volumes:</b>					
Tata Steel India <sup>2</sup>	4.66	5.05	4.85	12.64	12.94
Tata Steel Europe	2.11	2.27	2.35	6.36	6.90

**Notes:** 1. Production Numbers: India - Crude Steel Production; Europe - Liquid Steel Production. 2. Figures for Tata Steel India includes Tata Steel Standalone, Tata Steel BSL and Tata Steel Long Products (from April 09, 2019) without eliminating inter-company transactions.

- Tata Steel India's crude steel production in 3QFY21 remained strong at 4.60 mn tons, registering a 3%YoY growth.
- Tata Steel India saw strong sales momentum in 3QFY21, however, sales volumes were constrained by lower opening inventory post very strong sales in 2QFY21. As a result, deliveries were 4.66 mn tons in 3QFY21, lower by 8%QoQ and 4%YoY. Domestic deliveries sharply ramped up to 4.16 mn tons which translates to an increase of 8%QoQ and 4%YoY. Exports shrank below 11% of overall deliveries. Key segment highlights of our domestic deliveries are:
  - 'Automotive & Special Products' segment deliveries grew 48%QoQ on the back of improvement in overall demand, increased share of business from existing customers and new product approvals.
  - 'Branded Products & Retail' segment deliveries grew by 5%QoQ with B2C brands Tata Shaktee and Tata Tiscon achieving best-ever quarterly sales. We launched a new B2ECA brand "Galvanova" to serve the need of appliances, false ceiling and solar segments.
  - 'Industrial Products & Projects' segment deliveries were marginally lower. However, we achieved a 47%QoQ delivery volume growth in high-end segments as we continued to focus on product mix enrichment by catering in sub-segments such as Oil & Gas, Lifting & Excavation and Pre-Engineered Buildings.
  - Gross revenue generated through 'Aashiyana', the online platform for Individual Home-Builders, surged to Rs.222 crores in 3QFY21, registering a growth of 40%QoQ and 134%YoY.
- During the quarter, despite planned maintenance shutdowns, we were able to ramp-up steel production at Tata Steel Europe by 22%QoQ and 4%YoY. This was aimed at replenishing inventory ahead of improving market condition and seasonally better 4QFY21. While 3QFY21 steel sales volume declined 7%QoQ and 10%YoY due to lower opening inventories and COVID-19 impact at beginning of the quarter, the mix of deliveries saw further improvements in the Automotive and Engineering sectors.

#### TATA STEEL LIMITED

- We continue to closely monitor the pandemic situation and take appropriate actions in line with the directions issued by the regulatory authorities keeping in view the health and safety of our employees and the community, and the interests of our customers and other stakeholders.
- We also remain focused on aggressively managing costs and cashflows while pursuing deleveraging.

### About Tata Steel

Tata Steel group is among the top global steel companies with an annual crude steel capacity of 34 million tonnes per annum. It is one of the world's most geographically-diversified steel producers, with operations and commercial presence across the world. The group (excluding SEA operations) recorded a consolidated turnover of US \$19.7 billion in the financial year ending March 31, 2020.

A **Great Place to Work-Certified™** organization, Tata Steel Ltd., together with its subsidiaries, associates and joint ventures, is spread across five continents with an employee base of over 65,000.

Tata Steel was recognized as DJSI steel sector leader in 2018 and has ranked fourth in the steel sector in 2019. Besides being a member of the worldsteel's Climate Action Programme, Tata Steel has won several awards and recognitions including the World Economic Forum's Global Lighthouse recognition for its Kalinganagar Plant - a first in India, and Prime Minister's Trophy for the best performing integrated steel plant for 2016-17. The Company, ranked as India's most valuable Metals & Mining brand by Brand Finance, received the 'Honourable Mention' at the National CSR Awards 2019, Steel Sustainability Champion 2019 by worldsteel, CII Greenco Star Performer Award 2019, 'Most Ethical Company' award 2020 from Ethisphere Institute, and Best Risk Management Framework & Systems Award (2020) by CNBC TV-18, among several others.



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