



Standalone Statement of Profit and Loss for the quarter/ nine months ended on 31st December 2019

₹ Crore

Particulars	Quarter ended on 31.12.2019	Quarter ended on 30.09.2019	Quarter ended on 31.12.2018	Nine months ended on 31.12.2019	Nine months ended on 31.12.2018	Financial year ended on 31.03.2019
	Audited	Audited	Audited	Audited	Audited	Audited
1 Revenue from operations						
a) Gross sales / income from operations	14,817.34	14,486.58	16,691.22	45,116.67	50,425.29	68,923.36
b) Other operating revenues	444.70	384.60	482.65	1,107.87	1,056.08	1,687.56
Total revenue from operations [ 1(a) + 1(b) ]	15,262.04	14,871.18	17,173.87	46,224.54	51,481.37	70,610.92
2 Other income	51.45	103.47	585.98	332.76	1,867.11	2,405.08
3 Total income [ 1 + 2 ]	15,313.49	14,974.65	17,759.85	46,557.30	53,348.48	73,016.00
4 Expenses						
a) Cost of materials consumed	3,929.42	4,843.12	5,332.44	13,472.56	14,678.08	19,840.29
b) Purchases of stock-in-trade	280.25	307.44	495.62	1,159.84	1,435.73	1,807.85
c) Changes in inventories of finished and semi-finished goods, stock-in-trade and work-in-progress	1,325.77	(365.81)	(927.70)	415.66	(1,724.64)	(554.33)
d) Employee benefits expense	1,035.48	1,277.98	1,312.94	3,665.79	3,972.41	5,131.06
e) Finance costs	783.87	720.00	682.04	2,227.01	2,169.32	2,823.58
f) Depreciation and amortisation expense	979.87	970.33	939.73	2,917.86	2,850.02	3,802.96
g) Other expenses	4,913.32	5,330.22	6,411.15	16,297.80	17,502.32	23,823.11
Total expenses [ 4(a) to 4(g) ]	13,247.98	13,083.28	14,246.22	40,156.52	40,883.24	56,674.52
5 Profit / (Loss) before exceptional items & tax [ 3 - 4 ]	2,065.51	1,891.37	3,513.63	6,400.78	12,465.24	16,341.48
6 Exceptional items :						
a) Profit / (Loss) on sale of non current investments	-	-	262.28	-	262.28	262.28
b) Provision for impairment of investments / doubtful advances	-	(1.73)	-	(7.73)	(12.33)	(12.53)
c) Provision for demands and claims	(192.24)	-	-	(192.24)	(328.64)	(328.64)
d) Employee separation compensation	(70.73)	(0.85)	(2.61)	(106.33)	(24.52)	(35.34)
e) Fair value gain/(loss) on preference share investments (net)	612.20	-	-	612.20	-	-
Total exceptional items [ 6(a) to 6(e) ]	349.23	(2.58)	259.67	305.90	(103.21)	(114.23)
7 Profit / (Loss) before tax [ 5 + 6 ]	2,414.74	1,888.79	3,773.30	6,706.68	12,362.03	16,227.25
8 Tax Expense						
a) Current tax	180.22	239.10	1,598.62	1,279.28	5,204.02	6,297.11
b) Deferred tax	430.69	(2,188.12)	(281.41)	(1,753.23)	(884.09)	(603.05)
Total tax expense [ 8(a) + 8(b) ]	610.91	(1,949.02)	1,317.21	(473.95)	4,319.93	5,694.06
9 Net Profit / (Loss) for the period [ 7 - 8 ]	1,803.83	3,837.81	2,456.09	7,180.63	8,042.10	10,533.19
10 Other comprehensive income						
A (i) Items that will not be reclassified to profit or loss	(53.61)	(82.32)	(126.79)	(197.22)	(92.42)	(40.68)
(ii) Income tax relating to items that will not be reclassified to profit or loss	8.93	6.12	53.25	27.50	22.48	(2.63)
B (i) Items that will be reclassified to profit or loss	10.20	(1.86)	(48.27)	7.23	(29.26)	(10.62)
(ii) Income tax relating to items that will be reclassified to profit or loss	(2.30)	0.09	16.87	(1.82)	10.23	3.71
Total other comprehensive income	(36.78)	(77.97)	(104.94)	(164.31)	(88.97)	(50.22)
11 Total Comprehensive Income for the period [ 9 + 10 ]	1,767.05	3,759.84	2,351.15	7,016.32	7,953.13	10,482.97
12 Paid-up equity share capital [Face value ₹ 10 per share]	1,146.13	1,146.12	1,146.12	1,146.13	1,146.12	1,146.12
13 Reserves excluding revaluation reserves						69,308.59
14 Earnings per equity share						
Basic earnings per share (not annualised) - in Rupees (after exceptional items)	15.30	33.00	21.05	61.35	69.04	90.41
Diluted earnings per share (not annualised) - in Rupees (after exceptional items)	15.30	33.00	21.05	61.35	69.03	90.40



**TATA STEEL LIMITED**

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Consolidated Statement of Profit and Loss for the quarter/ nine months ended on 31st December 2019

Particulars	Quarter ended on 31.12.2019	Quarter ended on 30.09.2019	Quarter ended on 31.12.2018	Nine months ended on 31.12.2019	Nine months ended on 31.12.2018	Financial year ended on 31.03.2019
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
<b>1 Revenue from operations</b>						
a) Gross sales / income from operations	34,774.29	33,953.75	38,086.29	1,04,110.20	1,13,505.40	1,54,691.84
b) Other operating revenues	746.12	625.43	767.59	1,936.50	1,739.73	2,977.15
Total revenue from operations [ 1(a) + 1(b) ]	35,520.41	34,579.18	38,853.88	1,06,046.70	1,15,245.13	1,57,668.99
<b>2 Other income</b>	92.93	183.55	217.37	527.58	930.71	1,420.58
<b>3 Total income [ 1 + 2 ]</b>	35,613.34	34,762.73	39,071.25	1,06,574.28	1,16,175.84	1,59,089.57
<b>4 Expenses</b>						
a) Cost of materials consumed	12,850.01	13,676.17	13,707.11	41,017.41	40,067.76	54,309.07
b) Purchases of stock-in-trade	903.67	1,187.83	1,682.21	3,726.92	5,065.49	6,567.98
c) Changes in inventories of finished and semi-finished goods, stock-in-trade and work-in-progress	3,356.09	(16.32)	(528.94)	975.23	(2,127.84)	(96.71)
d) Employee benefits expense	4,294.42	4,604.80	4,613.20	13,798.58	14,107.92	18,758.87
e) Finance costs	1,930.58	1,871.37	1,926.03	5,608.38	5,722.35	7,660.10
f) Depreciation and amortisation expense	2,018.67	2,127.16	1,866.20	6,216.61	5,461.29	7,341.83
g) Other expenses	10,496.48	11,307.14	12,664.52	33,712.36	36,261.74	48,746.44
Total expenses [ 4(a) to 4(g) ]	35,849.92	34,758.15	35,930.33	1,05,055.49	1,04,558.71	1,43,287.58
<b>5 Profit / (Loss) before share of profit/(loss) of joint ventures &amp; associates, exceptional items &amp; tax [ 3 - 4 ]</b>	(236.58)	4.58	3,140.92	1,518.79	11,617.13	15,801.99
<b>6 Share of profit / (loss) of joint ventures &amp; associates</b>	20.48	22.44	50.00	95.14	168.55	224.70
<b>7 Profit / (Loss) before exceptional items &amp; tax [ 5 + 6 ]</b>	(216.10)	27.02	3,190.92	1,613.93	11,785.68	16,026.69
<b>8 Exceptional items :</b>						
a) Profit / (Loss) on sale of subsidiaries and non current investments	(9.61)	158.60	167.29	148.99	209.15	180.13
b) Provision for impairment of investments / doubtful advances	-	1.07	(170.58)	1.07	(170.85)	(172.12)
c) Provision for impairment of non-current assets	(55.71)	-	(30.41)	(55.71)	(50.15)	(9.57)
d) Provision for demands and claims	(192.24)	-	-	(192.24)	(328.64)	(328.64)
e) Employee separation compensation	(70.73)	(0.85)	(2.61)	(106.33)	(24.52)	(35.33)
f) Restructuring and other provisions	(22.30)	(192.38)	68.72	(163.93)	232.55	244.56
g) Fair value gain/(loss) on preferential share investments (net)	21.95	-	-	21.95	-	-
Total exceptional items [ 8(a) to 8(g) ]	(328.64)	(33.56)	32.41	(346.20)	(132.46)	(120.97)
<b>9 Profit / (Loss) before tax [ 7 + 8 ]</b>	(544.74)	(6.54)	3,223.33	1,267.73	11,653.22	15,905.72
<b>10 Tax Expense</b>						
a) Current tax	196.32	315.34	1,691.80	1,462.03	5,512.49	6,728.14
b) Deferred tax	434.72	(4,365.33)	(285.15)	(3,767.16)	(693.12)	(9.71)
Total tax expense [ 10(a) + 10(b) ]	631.04	(4,049.99)	1,406.65	(2,305.13)	4,819.37	6,718.43
<b>11 Net Profit / (Loss) after tax from continuing operations [ 9 - 10 ]</b>	(1,165.78)	4,043.45	1,816.68	3,572.86	6,833.85	9,187.29
<b>12 Profit / (Loss) before tax from discontinued operations</b>	(30.32)	(739.07)	(69.74)	(749.64)	(19.58)	(98.60)
<b>13 Tax expense of discontinued operations</b>	4.45	2.07	(6.13)	7.43	11.20	(9.64)
<b>14 Profit / (Loss) after tax from discontinued operations [ 12 - 13 ]</b>	(34.77)	(741.14)	(63.61)	(757.07)	(30.78)	(88.96)
<b>15 Profit / (Loss) on disposal of discontinued operations</b>	(27.98)	-	-	(27.98)	-	-
<b>16 Net Profit / (Loss) after tax from discontinued operations [ 14 + 15 ]</b>	(62.75)	(741.14)	(63.61)	(785.05)	(30.78)	(88.96)
<b>17 Net Profit / (Loss) for the period [ 11 + 16 ]</b>	(1,228.53)	3,302.31	1,753.07	2,787.81	6,803.07	9,098.33
<b>18 Profit / (Loss) from continuing operations for the period attributable to:</b>						
Owners of the Company	(1,029.11)	4,144.71	2,334.17	3,815.26	7,852.53	10,283.45
Non controlling interests	(136.67)	(101.20)	(517.49)	(242.40)	(1,018.68)	(1,096.16)
<b>19 Profit / (Loss) from discontinued operations for the period attributable to:</b>						
Owners of the Company	(55.51)	(739.28)	(48.19)	(777.38)	(16.76)	(65.12)
Non controlling interests	(7.24)	(1.86)	(15.42)	(7.67)	(14.02)	(23.84)
<b>20 Other comprehensive income</b>						
A (i) Items that will not be reclassified to profit or loss	(1,681.53)	1,270.51	64.76	(506.38)	(231.35)	(720.39)
(ii) Income tax relating to items that will not be reclassified to profit or loss	291.52	(235.00)	14.48	72.82	38.86	94.83
B (i) Items that will be reclassified to profit or loss	(164.96)	169.99	86.50	(278.77)	315.64	674.80
(ii) Income tax on items that will be reclassified to profit or loss	5.46	(24.70)	6.47	17.82	(14.47)	(41.45)
Total other comprehensive income	(1,549.51)	1,180.80	172.21	(694.51)	108.68	7.79
<b>21 Total Comprehensive Income for the period [ 17 + 20 ]</b>	(2,778.04)	4,483.11	1,925.28	2,093.30	6,911.75	9,106.12
<b>22 Total comprehensive income for the period attributable to:</b>						
Owners of the Company	(2,642.36)	4,573.70	2,411.83	2,314.75	7,960.12	10,362.88
Non controlling interests	(135.68)	(90.59)	(486.55)	(221.45)	(1,048.37)	(1,256.76)
<b>23 Paid-up equity share capital [Face value ₹ 10 per share]</b>	1,144.95	1,144.94	1,144.94	1,144.95	1,144.94	1,144.94
<b>24 Reserves (excluding revaluation reserves) and Non controlling interest</b>						67,869.60
<b>25 Earnings per equity share (for continuing operation):</b>						
Basic earnings per share (not annualised) - in Rupees (after exceptional items)	(9.43)	35.71	20.01	32.02	67.46	88.32
Diluted earnings per share (not annualised) - in Rupees (after exceptional items)	(9.43)	35.71	20.01	32.02	67.45	88.31
<b>26 Earnings per equity share (for discontinued operation):</b>						
Basic earnings per share (not annualised) - in Rupees	(0.48)	(6.46)	(0.43)	(6.79)	(0.15)	(0.57)
Diluted earnings per share (not annualised) - in Rupees	(0.48)	(6.46)	(0.43)	(6.79)	(0.15)	(0.57)
<b>27 Earnings per equity share (for continuing and discontinued operations):</b>						
Basic earnings per share (not annualised) - in Rupees (after exceptional items)	(9.91)	29.25	19.58	25.23	67.31	87.75
Diluted earnings per share (not annualised) - in Rupees (after exceptional items)	(9.91)	29.25	19.58	25.23	67.30	87.74

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Consolidated Segment Revenue, Results, Assets and Liabilities

₹ Crore

Particulars	Quarter ended on 31.12.2019	Quarter ended on 30.09.2019	Quarter ended on 31.12.2018	Nine months ended on 31.12.2019	Nine months ended on 31.12.2018	Financial year ended on 31.03.2019
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
<b>Segment Revenue:</b>						
Tata Steel India	15,262.04	14,871.18	17,173.87	46,224.54	51,481.37	70,610.92
Bannipal Steel (including Tata Steel BSL)	5,038.11	4,554.63	4,888.54	13,925.48	12,858.38	18,375.86
Tata Steel Long Products	999.31	777.79	260.83	2,481.69	737.98	992.05
Other Indian Operations	2,309.23	2,239.24	2,807.92	7,146.16	8,267.97	11,276.82
Tata Steel Europe	13,821.42	14,034.62	15,850.48	42,351.37	48,209.02	64,777.07
Other Trade Related Operations	7,172.26	7,663.39	9,053.31	24,395.92	25,255.37	33,696.51
Rest of the World	-	-	202.12	-	523.38	783.97
<b>Total</b>	<b>44,602.37</b>	<b>44,140.85</b>	<b>50,237.07</b>	<b>1,36,525.16</b>	<b>1,47,333.47</b>	<b>2,00,513.20</b>
Less: Inter Segment Revenue	9,081.96	9,561.67	11,383.19	30,478.46	32,088.34	42,844.21
<b>Total Segment Revenue from operations</b>	<b>35,520.41</b>	<b>34,579.18</b>	<b>38,853.88</b>	<b>1,06,046.70</b>	<b>1,15,245.13</b>	<b>1,57,668.99</b>
<b>Segment Results before exceptional items, interest, tax and depreciation :</b>						
Tata Steel India	3,790.54	3,546.12	4,559.91	11,434.51	15,791.00	20,743.98
Bannipal Steel (including Tata Steel BSL)	283.78	526.51	1,012.05	1,595.16	2,244.90	3,027.95
Tata Steel Long Products	36.49	(40.06)	34.55	51.72	128.31	156.44
Other Indian Operations	218.57	160.36	225.80	577.78	718.38	975.78
Tata Steel Europe	(956.30)	164.67	948.56	(729.15)	3,718.07	5,413.63
Other Trade Related Operations	1,134.85	29.91	553.47	1,790.85	512.31	489.63
Rest of the World	(87.68)	60.76	22.41	(2.08)	42.66	182.13
<b>Total</b>	<b>4,420.25</b>	<b>4,448.27</b>	<b>7,356.75</b>	<b>14,718.79</b>	<b>23,155.63</b>	<b>30,989.54</b>
Less: Inter Segment Eliminations	761.51	555.32	630.81	1,652.40	1,147.45	1,219.22
<b>Total Segment Results before exceptional items, interest, tax and depreciation</b>	<b>3,658.74</b>	<b>3,892.95</b>	<b>6,725.94</b>	<b>13,066.39</b>	<b>22,008.18</b>	<b>29,770.32</b>
Add: Finance income	53.93	110.16	207.21	277.39	792.59	1,033.60
Less: Finance costs	1,930.58	1,871.37	1,926.03	5,608.38	5,722.35	7,660.10
Less: Depreciation and amortisation expense	2,018.67	2,127.16	1,866.20	6,216.61	5,461.29	7,341.83
Add: Share of profit / (loss) of joint ventures & associates	20.48	22.44	50.00	95.14	168.55	224.70
<b>Profit / (Loss) before exceptional items &amp; tax</b>	<b>(216.10)</b>	<b>27.02</b>	<b>3,190.92</b>	<b>1,613.93</b>	<b>11,785.68</b>	<b>16,026.69</b>
Add: Exceptional items	(328.64)	(33.56)	32.41	(346.20)	(132.46)	(120.97)
<b>Profit / (Loss) before tax</b>	<b>(544.74)</b>	<b>(6.54)</b>	<b>3,223.33</b>	<b>1,267.73</b>	<b>11,653.22</b>	<b>15,905.72</b>
Less: Tax expense	621.04	(4,049.99)	1,406.65	(2,305.13)	4,819.37	6,718.43
<b>Net Profit / (Loss) after tax from continuing operations</b>	<b>(1,165.78)</b>	<b>4,043.45</b>	<b>1,816.68</b>	<b>3,572.86</b>	<b>6,833.85</b>	<b>9,187.29</b>
Net Profit / (Loss) after tax from discontinued operations	(62.75)	(741.14)	(63.61)	(785.05)	(30.78)	(88.96)
<b>Net Profit / (Loss) for the period</b>	<b>(1,228.53)</b>	<b>3,302.31</b>	<b>1,753.07</b>	<b>2,787.81</b>	<b>6,803.07</b>	<b>9,098.33</b>
<b>Segment Assets:</b>						
Tata Steel India	1,22,020.50	1,36,337.64	1,25,832.54	1,22,020.50	1,25,832.54	1,34,385.00
Bannipal Steel (including Tata Steel BSL)	38,976.92	40,067.00	40,576.67	38,976.92	40,576.67	39,854.24
Tata Steel Long Products	6,199.10	6,422.46	1,338.57	6,199.10	1,338.57	1,311.97
Other Indian Operations	7,435.30	7,460.88	6,957.36	7,435.30	6,957.36	7,666.12
Tata Steel Europe	71,617.25	71,646.12	68,289.96	71,617.25	68,289.96	68,251.43
Other Trade Related Operations	21,574.96	23,828.17	66,387.55	21,574.96	66,387.55	68,831.55
Rest of the World	8,814.22	8,593.07	8,068.00	8,814.22	8,068.00	7,739.47
Less: Inter Segment Eliminations	39,969.91	54,756.38	82,541.64	39,969.91	82,541.64	98,599.65
<b>Total Segment Assets</b>	<b>2,26,668.34</b>	<b>2,39,598.96</b>	<b>2,34,909.01</b>	<b>2,26,668.34</b>	<b>2,34,909.01</b>	<b>2,29,440.13</b>
Assets held for sale	3,522.39	3,898.48	4,538.22	3,522.39	4,538.22	4,142.26
<b>Total Assets</b>	<b>2,40,190.73</b>	<b>2,43,497.44</b>	<b>2,39,447.23</b>	<b>2,40,190.73</b>	<b>2,39,447.23</b>	<b>2,33,582.39</b>
<b>Segment Liabilities:</b>						
Tata Steel India	68,538.79	67,577.01	66,638.09	68,538.79	66,638.09	67,809.45
Bannipal Steel (including Tata Steel BSL)	20,378.14	20,971.12	39,235.26	20,378.14	39,235.26	21,428.15
Tata Steel Long Products	4,067.50	4,177.88	289.94	4,067.50	289.94	238.25
Other Indian Operations	3,491.42	3,636.38	4,290.12	3,491.42	4,290.12	4,295.24
Tata Steel Europe	45,970.78	49,777.06	91,520.64	45,970.78	91,520.64	92,326.76
Other Trade Related Operations	39,651.68	46,243.13	47,232.25	39,651.68	47,232.25	46,465.89
Rest of the World	5,770.72	5,555.86	1,907.26	5,770.72	1,907.26	4,747.92
Less: Inter Segment Eliminations	21,726.34	31,543.32	83,115.49	21,726.34	83,115.49	76,444.93
<b>Total Segment Liabilities</b>	<b>1,66,142.69</b>	<b>1,66,295.12</b>	<b>1,67,998.07</b>	<b>1,66,142.69</b>	<b>1,67,998.07</b>	<b>1,60,866.73</b>
Liabilities held for sale	1,385.48	1,799.30	1,912.14	1,385.48	1,912.14	1,426.12
<b>Total Liabilities</b>	<b>1,67,528.17</b>	<b>1,68,094.42</b>	<b>1,69,910.21</b>	<b>1,67,528.17</b>	<b>1,69,910.21</b>	<b>1,62,292.85</b>

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**Notes:**

1. The results have been reviewed by the Audit Committee in its meeting held on February 07, 2020 and were approved by the Board of Directors in its meeting of date.
2. Effective April 01, 2019, the Group has adopted Ind AS 116 "Leases" and applied the standard to lease arrangements existing on the date of initial application using the modified retrospective approach with right-of-use asset recognized at an amount equal to the lease liability adjusted for any prepayments/accruals recognized in the balance sheet immediately before the date of initial application. Accordingly, comparatives for the year ended March 31, 2019 have not been retrospectively adjusted.
3. The Company and some of its Indian subsidiaries have elected to exercise the option permitted under Section 115BAA of the Income Tax Act, 1961 as introduced by the Taxation Laws (Amendment) Ordinance, 2019 (subsequently enacted on December 11, 2019 as The Taxation Laws (Amendment) Act, 2019). Accordingly, the Company and some of its Indian subsidiaries have recognized provision for income tax for the quarter and nine months ended on December 31, 2019 and remeasured their deferred tax balances basis the rate prescribed in the said section.
4. Pursuant to the Business Transfer Agreement ("BTA") entered into between the Company and Usha Martin Limited ("UML") on September 22, 2018 and its subsequent novation in favour of Tata Steel Long Products Limited (formerly known as "Tata Sponge Iron Limited"), a subsidiary of the Company, the acquisition of steel business of UML was completed on April 09, 2019 (other than transfer of some of the assets including iron ore mines, coal mines and certain land parcels) on compliance with relevant conditions precedents specified in the BTA by the respective parties. Further, consequent to satisfaction of the relevant conditions precedents, transfer of iron ore mines and coal mines has been completed on July 03, 2019.

The fair value of assets and liabilities acquired have been determined provisionally in accordance with Ind AS 103 "Business Combinations".

Consequent to the acquisition, Tata Steel Long Products Limited has been presented as a separate segment and previous periods has been restated accordingly.

5. On June 01, 2019, Tata Steel BSL Limited (formerly "Bhushan Steel Limited"), a subsidiary of the Company, completed the acquisition of Bhushan Energy Limited ("BEL") pursuant to a Corporate Insolvency Resolution process implemented under the Insolvency and Bankruptcy Code 2016. The impact of the Resolution Plan has been given effect to on the acquisition date.

The fair value of assets and liabilities acquired have been determined provisionally in accordance with Ind AS 103 "Business Combinations".

6. Consolidated financial results for the periods relating to current year include steel business of UML and BEL, starting April 09, 2019 and June 01, 2019 respectively, hence are not comparable with previous periods.
7. During the quarter, NatSteel Holdings Pte. Ltd., a wholly owned indirect subsidiary of the Company, disposed off its entire stake in NatSteel Vina Co. Ltd. The loss on disposal of the subsidiary is included within profit/(loss) from discontinued operations.
8. Tata Steel BSL Limited and BEL have received summons issued by the Special Judge (Companies Act)/ Additional Sessions Judge - 03, Dwarka Courts, New Delhi ("Special Court"), to appear before the Special Court in relation to a criminal complaint filed by the Serious Fraud Investigation Office against them. Tata Steel BSL Limited has made necessary disclosures to the stock exchanges in this matter vide its letter dated September 30, 2019.

**TATA STEEL LIMITED**

Registered Office Bombay House 24 Homi Mody Street Mumbai 400 001 India  
Tel 91 22 6665 8282 Fax 91 22 6665 7724 website [www.tatasteel.com](http://www.tatasteel.com)  
Corporate Identity Number L27100MH1907PLC000260





Tata Steel BSL and BEL were acquired through Corporate Insolvency and Resolution Process ("CIRP") under the Insolvency and Bankruptcy Code, 2016 vide resolution plans approved by the NCLT. The management of Tata Steel BSL strongly believes that resolution plans approved by the NCLT give immunity to Tata Steel BSL and BEL against any liability in relation to any investigation/proceeding/order or any matter relating to erstwhile promoters. Accordingly, Tata Steel BSL and BEL are pursuing appropriate legal remedies as available to them.

Also, the Insolvency & Bankruptcy Code (Amendment) Ordinance 2019 dated December 29, 2019, provides immunity against prosecution and prevents action against the properties of Corporate Debtor.

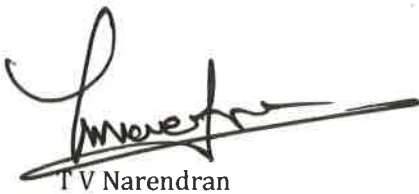
9. Other expenses in the standalone and consolidated financial results for the quarter and nine months ended on December 31, 2019 include ₹473.91 crore on account of reversal of provisions no longer required.
10. Exceptional item 8(c) in the consolidated financial results represents provision for impairment in respect of non-current assets within the European Operations.

Exceptional items 6(c) & 8(d) in the standalone and consolidated financial results respectively primarily represent provision in respect of certain statutory demands and claims in respect of Indian operations.

Exceptional items 6(e) & 8(g) in the standalone and consolidated financial results respectively represent notional fair value gain on preference share investments held by the Company in some of its affiliates.

Exceptional item 8(f) in the consolidated financial results represents restructuring provisions within the European Operations.

11. The consolidated financial results have been subjected to limited review and the standalone financial results have been audited by the statutory auditors.
12. Figures for the previous periods have been regrouped and reclassified to conform to the classification of the current period, where necessary.



T V Narendran

Chief Executive Officer &  
Managing Director

Mumbai: February 07, 2020



Koushik Chatterjee

Executive Director &  
Chief Financial Officer



**TATA STEEL LIMITED**

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Tel 91 22 6665 8282 Fax 91 22 6665 7724 website www.tatasteel.com  
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# Price Waterhouse & Co Chartered Accountants LLP

## INDEPENDENT AUDITOR'S REPORT

To  
The Board of Directors  
Tata Steel Limited  
Bombay House,  
24, Homi Modi Street,  
Fort, Mumbai 400001

### Report on the Audit of the Standalone Financial Results

#### Opinion

1. We have audited the accompanying standalone quarterly financial results of Tata Steel Limited (hereinafter referred to as "the Company") for the quarter ended December 31, 2019 and the year to date results for the period from April 1, 2019 to December 31, 2019 (the "results") attached herewith which are included in the accompanying 'Standalone Statement of Profit and Loss for the quarter / nine months ended on 31<sup>st</sup> December 2019' (the "Statement"), being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended (the "Listing Regulations").
2. In our opinion and to the best of our information and according to the explanations given to us, the results:
  - (i) are presented in accordance with the requirements of Regulation 33 of the Listing Regulations in this regard; and
  - (ii) give a true and fair view in conformity with the recognition and measurement principles laid down in the applicable accounting standards prescribed under Section 133 of the Companies Act, 2013 and other accounting principles generally accepted in India, of the net profit and other comprehensive income and other financial information for the quarter ended December 31, 2019 as well as the year to date results for the period from April 1, 2019 to December 31, 2019.

#### Basis for Opinion

3. We conducted our audit in accordance with the Standards on Auditing (SAs) specified under Section 143(10) of the Companies Act, 2013 (the Act) and other applicable authoritative pronouncements issued by the Institute of Chartered Accountants of India. Our responsibilities under those Standards are further described in the Auditor's Responsibilities for the Audit of the Standalone Financial Results section of our report. We are independent of the Company in accordance with the Code of Ethics issued by the Institute of Chartered Accountants of India together with the ethical requirements that are relevant to our audit of the financial results under the provisions of the Act and the Rules thereunder, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the Code of Ethics. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### Management's Responsibilities for the Standalone Financial Results

4. These results have been prepared on the basis of the interim financial statements. The Company's Board of Directors are responsible for the preparation of these financial results that give a true and fair view of the net profit and other comprehensive income and other financial information, in accordance with the recognition and measurement principles laid down in Indian Accounting Standard (Ind AS) 34, 'Interim Financial Reporting' prescribed under Section 133 of the Act

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# Price Waterhouse & Co Chartered Accountants LLP

read with relevant rules issued thereunder and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations. This responsibility also includes maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding of the assets of the Company and for preventing and detecting frauds and other irregularities; selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and design, implementation and maintenance of adequate internal financial controls that were operating effectively for ensuring the accuracy and completeness of the accounting records, relevant to the preparation and presentation of the results that give a true and fair view and are free from material misstatement, whether due to fraud or error.

5. In preparing the results, the Board of Directors are responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Board of Directors either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.
6. The Board of Directors are also responsible for overseeing the Company's financial reporting process.

## **Auditor's Responsibilities for the Audit of the Results**

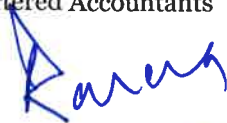
7. Our objectives are to obtain reasonable assurance about whether the results as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with SAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these results.
8. As part of an audit in accordance with SAs, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:
  - Identify and assess the risks of material misstatement of the standalone financial results, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
  - Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.
  - Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the Board of Directors.
  - Conclude on the appropriateness of the Board of Directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial results or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.



## Price Waterhouse & Co Chartered Accountants LLP

- Evaluate the overall presentation, structure and content of the results, including the disclosures, and whether the financial results represent the underlying transactions and events in a manner that achieves fair presentation.
9. We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.
  10. We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

For Price Waterhouse & Co Chartered Accountants LLP  
Firm Registration Number: 304026E/ E-300009  
Chartered Accountants



Russell I Parera  
Partner  
Membership Number: 042190  
UDIN: 20042190AAAAAQ7857

Mumbai  
February 7, 2020



# Price Waterhouse & Co Chartered Accountants LLP

The Board of Directors  
Tata Steel Limited  
Bombay House,  
24, Homi Modi Street,  
Fort, Mumbai 400001

## REVIEW REPORT ON CONSOLIDATED FINANCIAL RESULTS

1. We have reviewed the unaudited consolidated financial results of Tata Steel Limited (the "Parent"), its subsidiaries (the Parent and its subsidiaries hereinafter referred to as the "Group"), jointly controlled entities and associate companies for the quarter ended December 31, 2019 and the year to date results for the period April 1, 2019 to December 31, 2019 which are included in the accompanying unaudited 'Consolidated Statement of Profit and Loss for the quarter/ nine months ended on 31st December 2019' (the "Statement"). The Statement is being submitted by the Parent pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended (the "Listing Regulations"), which has been initialled by us for identification purposes.
2. This Statement, which is the responsibility of the Parent's Management and approved by the Parent's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013, and other accounting principles generally accepted in India. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 "Review of Interim Financial Information Performed by the Independent Auditor of the Entity", issued by the Institute of Chartered Accountants of India. This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

We also performed procedures in accordance with the circular issued by the SEBI under Regulation 33 (8) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, to the extent applicable.

4. The Statement includes the results of the entities listed in Annexure A.
5. Based on our review conducted and procedures performed as stated in paragraph 3 above and based on the consideration of the review reports of other auditors referred to in paragraph 6 below, nothing has come to our attention that causes us to believe that the accompanying Statement has not been prepared in all material respects in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standard and other accounting principles generally accepted in India and has not disclosed the information required to be disclosed in terms of Regulation 33 of the Listing Regulations, including the manner in which it is to be disclosed, or that it contains any material misstatement.
6. We did not review the interim financial statements / financial information / financial results of five subsidiaries included in the consolidated unaudited financial results, whose interim financial statements / financial information / financial results reflect total revenues of Rs. 18,900.13 crores and Rs. 56,397.53 crores, total net profit/(loss) after tax of Rs. (2,590.87) crores and Rs. 11,596.99 crores and total comprehensive income of Rs. (2,957.37) crores and Rs. 13,030.77 crores, for the quarter ended December 31, 2019 and for the period from April 1, 2019 to December 31, 2019, respectively, as considered in the respective standalone / consolidated, as applicable, unaudited interim financial statements / financial information / financial results of the entities included in the Group. The consolidated unaudited financial results of these subsidiaries also include their step down jointly

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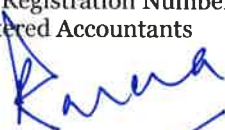
## Price Waterhouse & Co Chartered Accountants LLP

controlled entities and associates constituting Rs. 9.39 crores and Rs. 22.78 crores of the Group's share of total comprehensive income for the quarter ended December 31, 2019 and for the period from April 1, 2019 to December 31, 2019, respectively. The interim financial statements / financial information / financial results of these subsidiaries (including their step down jointly controlled entities and associates) have been reviewed by other auditors and their reports vide which they have issued an unmodified conclusion have been furnished to us by the other auditors / Management and our conclusion on the Statement, in so far as it relates to the amounts and disclosures included in respect of these subsidiaries and step down jointly controlled entities and associates, is based solely on the reports of the other auditors and the procedures performed by us as stated in paragraph 3 above.

7. The consolidated unaudited financial results includes the interim financial statements/ financial information/ financial results of twenty one subsidiaries which have not been reviewed by their auditors, whose interim financial statements/ financial information/ financial results reflect total revenue of Rs. 542.57 crores and Rs. 1,828.13 crores, total net (loss) after tax of Rs. (106.31) crores and Rs. (374.95) crores and total comprehensive income of Rs. (65.79) crores and Rs. (332.32) crores for the quarter ended December 31, 2019 and for the period from April 1, 2019 to December 31, 2019, respectively, as considered in the consolidated unaudited financial results. The consolidated unaudited financial results also includes the Group's share of net profit after tax of Rs. 13.91 crores and Rs. 21.30 crores and total comprehensive income of Rs. 11.82 crores and Rs. 23.54 crores for the quarter ended December 31, 2019 and for the period from April 1, 2019 to December 31, 2019, respectively, as considered in the consolidated unaudited financial results, in respect of five joint ventures, based on their interim financial statements/ financial information/ financial results which have not been reviewed by their auditors. According to the information and explanations given to us by the Management, these interim financial statements / financial information / financial results are not material to the Group.
8. In the case of two subsidiaries, two jointly controlled entities and seven associates, the interim financial statements / financial information / financial results for the quarter ended December 31, 2019 and for the period from April 1, 2019 to December 31, 2019 are not available. The investments in these companies are carried at Re 1 as at December 31, 2019. In absence of the aforesaid interim financial statements / financial information / financial results, the financial statements / financial information / financial results in respect of aforesaid subsidiaries and the Group's share of total comprehensive income of these jointly controlled entities and associates for the quarter ended December 31, 2019 and for the period from April 1, 2019 to December 31, 2019 have not been included in the Statement.

Our conclusion on the Statement is not modified in respect of the matters set out in paragraphs 6, 7 and 8 above.

For Price Waterhouse & Co Chartered Accountants LLP  
Firm Registration Number: 304026E/ E-300009  
Chartered Accountants



Russell I Parera  
Partner  
Membership Number: 042190  
UDIN: 20042190AAAAAR6858

Mumbai  
February 7, 2020

# Price Waterhouse & Co Chartered Accountants LLP

Annexure A

## List of Entities Consolidated

Sl. No	Name of the Company
<b>A.</b>	<b>Subsidiaries (Direct)</b>
1	ABJA Investment Co. Pte. Ltd.
2	Adityapur Toll Bridge Company Limited
3	Tata Steel Special Economic Zone Limited
4	Indian Steel & Wire Products Ltd.
5	Jamshedpur Utilities & Services Company Limited
6	Mohar Export Services Pvt. Ltd
7	NatSteel Asia Pte. Ltd.
8	Rujuvalika Investments Limited
9	T S Alloys Limited
10	Tata Korf Engineering Services Ltd.
11	Tata Metaliks Ltd.
12	Tata Sponge Iron Limited
13	Tata Steel (KZN) (Pty) Ltd. *
14	T Steel Holdings Pte. Ltd.
15	Tata Steel Odisha Limited
16	Tata Steel Processing and Distribution Limited
17	Tayo Rolls Limited *
18	Tata Pigments Limited
19	The Tinplate Company of India Ltd
20	Tata Steel Foundation
21	Jamshedpur Football and Sporting Private Limited
22	Sakchi Steel Limited
23	Jugsalai Steel Limited
24	Noamundi Steel Limited
25	Straight Mile Steel Limited
26	Bamnipal Steel Limited
27	Bistupur Steel Limited
28	Jamadoba Steel Limited
29	Dimna Steel Limited
30	Bhubaneshwar Power Private Limited
31	Creative Port Development Private Limited
<b>B.</b>	<b>Subsidiaries (Indirect)</b>
1	Haldia Water Management Limited
2	Kalimati Global Shared Services Limited
3	TS Asia (Hong Kong) Ltd.
4	TSIL Energy Limited
5	T S Global Holdings Pte Ltd.
6	Orchid Netherlands (No.1) B.V.
7	NatSteel Holdings Pte. Ltd.
8	Eastel Services (M) Sdn. Bhd.
9	Eastern Steel Fabricators Philippines, Inc.
10	NatSteel Recycling Pte Ltd.
11	NatSteel Trade International (Shanghai) Company Ltd.
12	The Siam Industrial Wire Company Ltd.
13	TSN Wires Co., Ltd.
14	Tata Steel Europe Limited
15	Apollo Metals Limited
16	Bell & Harwood Limited
17	Blastmega Limited
18	Bore Samson Group Limited
19	Bore Steel Limited
20	British Guide Rails Limited
21	British Steel Corporation Limited
22	British Steel Directors (Nominees) Limited
23	British Steel Engineering Steels (Exports) Limited
24	British Steel Nederland International B.V.
25	British Steel Service Centres Limited



# Price Waterhouse & Co Chartered Accountants LLP

Annexure A

## List of Entities Consolidated

Sl. No	Name of the Company
26	C V Benine^
27	C Walker & Sons Limited
28	Catnic GmbH
29	Catnic Limited
30	CBS Investissements SAS
31	Tata Steel Mexico SA de CV
32	Cogent Power Limited
33	Color Steels Limited
34	Corbeil Les Rives SCI
35	Corby (Northants) & District Water Company Limited
36	Cordor (C& B) Limited
37	Corus CNBV Investments
38	Corus Cold drawn Tubes Limited
39	Corus Engineering Steels (UK) Limited
40	Corus Engineering Steels Holdings Limited
41	Corus Engineering Steels Limited
42	Corus Engineering Steels Overseas Holdings Limited
43	Corus Engineering Steels Pension Scheme Trustee Limited
44	Corus Group Limited
45	Corus Holdings Limited
46	Corus International (Overseas Holdings) Limited
47	Corus International Limited
48	Corus International Romania SRL.
49	Corus Investments Limited
50	Corus Ireland Limited
51	Corus Large Diameter Pipes Limited
52	Corus Liaison Services (India) Limited
53	Corus Management Limited
54	Corus Property
55	Corus Service Centre Limited
56	Corus Steel Service STP LLC
57	Corus Tubes Poland Spolka Z.O.O
58	Corus UK Healthcare Trustee Limited
59	Corus Ukraine Limited Liability Company
60	Crucible Insurance Company Limited
61	Degels GmbH
62	Demka B.V.
63	DSRM Group Plc.
64	Europressings Limited
65	Firsteel Group Limited
66	Firsteel Holdings Limited
67	Fischer Profil GmbH
68	Gamble Simms Metals Limited
69	Grant Lyon Eagre Limited
70	H E Samson Limited
71	Hadfields Holdings Limited
72	Halmstad Steel Service Centre AB
73	Hammermega Limited
74	Hille & Muller GmbH
75	Hille & Muller USA Inc.
76	Hoogovens USA Inc.
77	Huizenbezit "Breesaap" B.V.
78	Inter Metal Distribution SAS
79	Layde Steel S.L.
80	Lister Tubes Limited
81	London Works Steel Company Limited
82	Montana Bausysteme AG
83	Naantali Steel Service Centre OY
84	Nationwide Steelstock Limited



# Price Waterhouse & Co Chartered Accountants LLP

Annexure A

## List of Entities Consolidated

Sl. No	Name of the Company
85	Norsk Stal Tynnplater AS
86	Norsk Stal Tynnplater AB
87	Orb Electrical Steels Limited
88	Ore Carriers Limited
89	Oremco Inc.
90	Plated Strip (International) Limited
91	Precoat International Limited
92	Precoat Limited
93	Rafferty-Brown Steel Co Inc Of Conn.
94	Round Oak Steelworks Limited
95	Runblast Limited
96	Runmega Limited
97	S A B Profiel B.V.
98	S A B Profil GmbH
99	Seamless Tubes Limited
100	Service Center Gelsenkirchen GmbH
101	Service Centre Maastricht B.V.
102	Societe Europeenne De Galvanisation (Segal) Sa
103	Staalverwerking en Handel B.V.
104	Steel StockHoldings Limited
105	Steelstock Limited
106	Stewarts & Lloyds Of Ireland Limited
107	Stewarts And Lloyds (Overseas) Limited
108	Surahammar Bruks AB
109	Swinden Housing Association Limited ^^
110	Tata Steel Belgium Packaging Steels N.V.
111	Tata Steel Belgium Services N.V.
112	Tata Steel Denmark Byggsystemer A/S
113	Tata Steel Europe Distribution BV
114	Tata Steel Europe Metals Trading BV
115	Tata Steel France Batiment et Systemes SAS
116	Tata Steel France Holdings SAS
117	Tata Steel Germany GmbH
118	Tata Steel IJmuiden BV
119	Tata Steel International (Americas) Holdings Inc
120	Tata Steel International (Americas) Inc
121	Tata Steel International (Canada) Holdings Inc
122	Tata Steel International (Czech Republic) S.R.O
123	Tata Steel International (Denmark) A/S
124	Tata Steel International (Finland) OY
125	Tata Steel International (France) SAS
126	Tata Steel International (Germany) GmbH
127	Tata Steel International (South America) Representações LTDA
128	Tata Steel International (Italia) SRL
129	Tata Steel International (Middle East) FZE
130	Tata Steel International (Nigeria) Ltd.
131	Tata Steel International (Poland) sp Zoo
132	Tata Steel International (Schweiz) AG
133	Tata Steel International (Sweden) AB
134	Tata Steel International (India) Limited
135	Tata Steel International Iberica SA
136	Tata Steel Istanbul Metal Sanayi ve Ticaret AS
137	Tata Steel Maubeuge SAS
138	Tata Steel Nederland BV
139	Tata Steel Nederland Consulting & Technical Services BV
140	Tata Steel Nederland Services BV
141	Tata Steel Nederland Technology BV
142	Tata Steel Nederland Tubes BV
143	Tata Steel Netherlands Holdings B.V.



# Price Waterhouse & Co Chartered Accountants LLP

Annexure A

## List of Entities Consolidated

Sl. No	Name of the Company
144	Tata Steel Norway Byggsystemer A/S
145	Tata Steel Sweden Byggsystem AB
146	Tata Steel UK Consulting Limited
147	Tata Steel UK Holdings Limited
148	Tata Steel UK Limited
149	Tata Steel USA Inc.
150	The Newport And South Wales Tube Company Limited
151	The Stanton Housing Company Limited
152	The Templeborough Rolling Mills Limited
153	Thomas Processing Company
154	Thomas Steel Strip Corp.
155	Toronto Industrial Fabrications Limited
156	TS South Africa Sales Office Proprietary Limited
157	Tulip UK Holdings (No.2) Limited
158	Tulip UK Holdings (No.3) Limited
159	U.E.S. Bright Bar Limited
160	UK Steel Enterprise Limited
161	UKSE Fund Managers Limited
162	Unitol SAS
163	Walker Manufacturing And Investments Limited
164	Walkersteelstock Ireland Limited
165	Walkersteelstock Limited
166	Westwood Steel Services Limited
167	Whitehead (Narrow Strip) Limited
168	British Steel Trading Limited
169	T S Global Minerals Holdings Pte Ltd.
170	Al Rimal Mining LLC
171	TSMUK Limited
172	Tata Steel Minerals Canada Limited
173	T S Canada Capital Ltd
174	Tata Steel International (Singapore) Holdings Pte. Ltd.
175	Tata Steel International (Shanghai) Ltd.
176	Tata Steel International (Asia) Limited
177	Tata Steel (Thailand) Public Company Ltd.
178	N.T.S Steel Group Plc.
179	The Siam Construction Steel Co. Ltd.
180	The Siam Iron And Steel (2001) Co. Ltd.
181	T S Global Procurement Company Pte. Ltd.
182	ProCo Issuer Pte. Ltd.
183	Tata Steel BSL Limited (formerly Bhushan Steel Limited)
184	Bhushan Energy Limited
185	Bhushan Steel (Orissa) Ltd.
186	Bhushan Steel (South) Ltd.
187	Bhushan Steel (Madhya Bharat) Ltd.
188	Bhushan Steel (Australia) PTY Ltd.
189	Bowen Energy PTY Ltd.
190	Bowen Coal PTY Ltd.
191	Bowen Consolidated PTY Ltd.
192	Subarnarekha Port Private Limited
<b>C.</b>	<b>Jointly Controlled Entities (Direct)</b>
1	Himalaya Steel Mills Services Private Limited
2	mjunction services limited
3	S & T Mining Company Private Limited
4	Tata BlueScope Steel Private Limited
5	Tata NYK Shipping Pte Ltd.
6	Jamshedpur Continuous Annealing & Processing Company Private Limited
7	T M Mining Company Limited *
8	TM International Logistics Limited



# Price Waterhouse & Co Chartered Accountants LLP

Annexure A

## List of Entities Consolidated

Sl. No	Name of the Company
9	Industrial Energy Limited
10	Jamipol Limited
11	Nicco Jubilee Park Limited *
12	Medica TS Hospital Pvt. Ltd
<b>D.</b>	<b>Jointly Controlled Entities (Indirect)</b>
1	Naba Diganta Water Management Limited
2	SEZ Adityapur Limited
3	Laura Metaal Holding B.V.
4	Ravenscraig Limited
5	Tata Steel Ticaret AS
6	Texturing Technology Limited
7	Air Products Llanwern Limited
8	Hoogovens Court Roll Service Technologies VOF
9	Minas De Benga (Mauritius) Limited
10	BlueScope Lysaght Lanka (Pvt) Ltd
11	Tata NYK Shipping (India) Pvt. Ltd.
12	International Shipping and Logistics FZE
13	TKM Global China Ltd
14	TKM Global GmbH
15	TKM Global Logistics Limited
16	Andal East Coal Company Pvt. Ltd.
<b>E.</b>	<b>Associates (Direct)</b>
1	Kalinga Aquatics Ltd *
2	Kumardhubi Fireclay & Silica Works Ltd. *
3	Kumardhubi Metal Casting and Engineering Limited *
4	Strategic Energy Technology Systems Private Limited *
5	Tata Construction & Projects Ltd.*
6	TRF Limited *
7	Malusha Travels Pvt Ltd. *
<b>F.</b>	<b>Associates (Indirect)</b>
1	European Profiles (M) Sdn. Bhd.
2	Albi Profils SRL
3	GietWalsOnderhoudCombinatie B.V.
4	Hoogovens Gan Multimedia S.A. De C.V.
5	ISSB Limited
6	Wupperman Staal Nederland B.V.
7	New Millennium Iron Corp.
8	9336-0634 Québec Inc
9	TRF Singapore Pte Limited
10	TRF Holding Pte Limited
11	Dutch Lanka Trailer Manufacturers Limited
12	Dutch Lanka Engineering (Private) Limited
13	Bhushan Capital & Credit Services Private Limited
14	Jawahar Credit & Holdings Private Limited
15	Fabsec Limited

\* Not consolidated as the financial information is not available



Mumbai, February 7, 2020

## Tata Steel reports consolidated financial results for the quarter and nine month ended December 31, 2019

### Key Highlights:

- Health and Safety: Lost Time injury frequency rate per mn man hours worked of Tata Steel group decreased to 0.68 in 3QFY20
- Consolidated steel production stood at 6.99 mn tons; deliveries grew by 12%QoQ to 7.31 mn tons
- India<sup>1</sup> steel production stood at 4.47 mn tons. India<sup>1</sup> deliveries jumped 17%QoQ to 4.85 mn tons and contributed ~66% of consolidated deliveries
- Consolidated revenues increased 3%QoQ to Rs.35,520 crores while India revenues grew by 5%QoQ and stood at Rs.21,299 crores
- Consolidated reported EBITDA was Rs.3,659 crores and India<sup>1</sup> reported EBITDA was Rs.4,111 crores
- India<sup>1</sup> reported PAT was Rs.1,194 crores
- Our liquidity remains robust at Rs.14,027 crores comprising of cash and cash equivalents of Rs.5,239 crores and undrawn bank lines of Rs.8,788 crores
- Gross debt during the quarter was Rs.1,09,867 crores; Net debt stood at Rs.1,04,628 crores

### Tata Steel India and Consolidated Highlights

Key profit & Loss account items <i>(All figures are in Rs. Crores unless stated otherwise)</i>	India			Consolidated <sup>1</sup>		
	3QFY20	2QFY20	3QFY19	3QFY20	2QFY20	3QFY19
Production (mn ton) <sup>2</sup>	4.47	4.50	4.38	6.99	6.95	6.71
Deliveries (mn ton)	4.85	4.13	3.89	7.31	6.53	6.47
Turnover	21,299	20,204	22,323	35,520	34,579	38,854
EBITDA	4,111	4,033	5,604	3,659	3,893	6,726
EBITDA (Rs. Per ton)	8,484	9,758	14,418	5,003	5,963	10,404
PBT before exceptional items	1,456	1,462	3,457	(216)	27	3,191
Exceptional Items	349	(11)	127	(329)	(34)	32
PAT from Continuing Operations	1,194	3,400	2,253	(1,166)	4,043	1,817
PAT from Discontinued Operations	-	-	-	(63)	(741)	(64)
<b>Reported PAT (A)</b>	<b>1,194</b>	<b>3,400</b>	<b>2,253</b>	<b>(1,229)</b>	<b>3,302</b>	<b>1,753</b>
Other Comprehensive Income (B)				(1,550)	1,181	172
Total Comprehensive Income (A+B)				(2,778)	4,483	1,925
<b>Diluted EPS after exceptional items (in Rs., not annualized)</b>				<b>(9.91)</b>	29.25	19.58

1. Consolidated figures don't include NatSteel Holding and Tata Steel Thailand as it is classified as 'Asset held for sale'; 2. Production numbers for consolidated financials are calculated using Crude steel for India and liquid steel for Europe

1. India includes Tata Steel Standalone Limited, Tata Steel BSL Limited (TSBSL) and Tata Steel Long Products Limited (TSLP) on proforma basis without inter-company eliminations; Tata Steel BSL financials are consolidated from 18th May, 2018.



## Business Environment

During 3QFY20, global economic growth further slowed down amidst heightened concerns of a US-China trade war. Regional steel prices were down as steel demand was affected by weaker industrial output in key markets. However, Chinese apparent steel consumption remained steady and steel exports stabilized below 5 million tons a month.

In Europe, the overall slowdown was more pronounced due to seasonal weakness and elevated levels of unfairly priced imports. Gross spot spread dropped sharply as benefit of softness in raw material prices was offset by steep decline in steel prices with Hot Rolled Coil with (HRC) prices dropping below US\$470/t levels.

The Indian economy remained weak during the quarter and domestic steel prices reached a nadir in October 2019. However, steel prices are on an upward trend since November with inventory rationalization and increase in government spending. Market sentiments have improved as recent PMI manufacturing and bank credit growth data suggest pick-up in activity levels ahead.

## Key Operating and Financial Highlights of full year and the quarter:

### Indian operations:

- India steel production stood at 4.47 mn tons in 3QFY20 as compared to 4.50 mn tons in 2QFY20.
- India steel deliveries grew 17%QoQ to 4.85 mn tons in 3QFY20. Despite 3%QoQ decline in domestic demand, domestic deliveries grew 15%QoQ.
- Branded Products & Retail segment volumes jumped 22%QoQ; Industrial Product & Projects segment also registered a healthy 12%QoQ growth. Despite the continued slowdown in automotive industry, the company successfully maintained its sales volumes in Automotive and Special Products segment.
- India revenue from operations stood at Rs.21,299 crores for the quarter; reported EBITDA was Rs.4,111 crores. EBITDA margin stood at 19.3% and EBITDA/t was Rs.8,484.
- Tata Steel Standalone developed 20 new products with applications ranging in automotive, consumer durables, tube manufacturing and construction; of these; 8 products were successfully commercialized.
- Tata Steel Jamshedpur has been able to achieve substantial improvement in water consumption with the rate improving to 2.44 m<sup>3</sup>/tcs in 3QFY20 as compared to 3.27 m<sup>3</sup>/tcs in FY19.
- Tata Steel Kalinganagar phase II expansion is progressing well; Civil and structure construction work for 'Pickling Line and Tandem Cold Rolling Mill' at Cold Rolled Mill complex has progressed substantially. Equipment erection for the mill and entry section has also commenced. Engineering of the 'Continuous Annealing Line & Continuous Galvanizing Line' and the Pellet plant is also nearing completion.
- Tata Steel BSL continues to improve utilization rates and operational KPIs; It achieved its highest quarterly sales of 1.26mt.
- Tata Steel Long Products continues to improve various operating parameters. During the quarter, it ramped up its captive iron ore mine production and in January 2020, started commercial production at its pellet plant.

### European operations:

- In 3QFY20, Tata Steel Europe liquid steel production grew by ~3%QoQ to 2.51 mn tons; deliveries grew by ~3%QoQ to 2.35 mn tons.

- Revenue from operations decreased to Rs.13,821 crores in 3QFY20 primarily due to sharp decline in European steel prices, resulting in loss of Rs.956 crores at EBITDA level.
- Tata Steel Europe launched six new products in 3QFY20. These included (i) a nickel-plated steel for battery makers, (ii) an automotive steel with improved corrosion resistance and (iii) a construction steel requiring less coating but still offering the same excellent performance.
- Tata Steel Europe committed to make its operations simpler, leaner and sustainable for long-term success. It has launched a transformation program with an aim to become self-sufficient and cash positive.

#### Key corporate developments:

- T S Alloys Limited, a wholly-owned subsidiary of Tata Steel, has won Chrome ore mines in Odisha, for a period of 50 years. These are operational mines and will allow us to service our existing customer base.
- Tata Steel Europe has refinanced its €1.75 billion external borrowings. The refinancing was at more flexible terms and better pricing, and has also improved the debt maturity profile.

#### Management Comments:

##### Mr. T V Narendran, CEO & Managing Director:

“Tata Steel delivered strong growth in volumes despite poor macroeconomic conditions in India as well as globally. In India, our business model helped us counter the slowdown as we successfully penetrated new markets and expanded our customer universe. We were also able to maintain our sales to the auto segment despite the sluggishness faced by the auto industry. Both our acquisitions, Tata Steel BSL and Tata Steel Long Products, continue to deliver operational improvements and achieve milestones in the market place. However, our European operations made a loss as it felt the brunt of the overall slowdown and the consequent shrinking of spreads. This adversely affected our consolidated performance.

Our Kalinganagar Phase II expansion is progressing well and we expect to commission the pellet plant and our Cold Rolling Mill facility by FY21. We have recently won chrome ore blocks which will enable us to service our existing ferro chrome customers.

Steel demand in India is expected to improve on the back of increasing government spending and a revival in the broader economy. Coronavirus does pose a risk and we are closely monitoring the fallout.”

##### Mr. Koushik Chatterjee, Executive Director and CFO:

“Economic conditions remained very challenging during the quarter which impacted the overall business performance. Tata Steel reported consolidated revenues of Rs.35,520 crores and consolidated EBITDA of Rs.3,659 crores. Despite challenging market conditions, our India operations reported revenues of Rs.21,299 crores and EBITDA of Rs.4,111 crores, which is an EBITDA margin of 19.3%. Tata Steel Standalone EBITDA margin was higher at 24.8%. However, Tata Steel Europe reported a loss of Rs.956 crores at EBITDA level primarily due to ₹75/t decline in realisations, which weighed down our consolidated performance.

During the quarter, we succeeded in delivering working capital improvements which helped in generating cashflows in excess of Rs.6000 crores. This helped us reduce our net debt during the quarter by Rs.2,324 crores.

Our liquidity remains robust at Rs.14,027 crores comprising of cash and cash equivalents of Rs.5,239 crores and undrawn bank lines. We have also successfully refinanced €1.75 billion of debt at Tata Steel Europe at more favourable terms. We will continue to look at capital allocation in the next year very sharply.”

**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.

**About Tata Steel**

Tata Steel Group is among the top global steel companies with an annual crude steel capacity of 33 million tonnes per annum (MnTPA). 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 \$22.67 billion in the financial year ending March 31, 2019. In 2018, Tata Steel acquired Bhushan Steel Ltd (now renamed as Tata Steel BSL Ltd).

A **Great Place to Work-Certified™** organisation, 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 retained the 'Global Steel Industry Leader' position in the DJSI 2018. The Company has been recognised as the Climate Disclosure Leader in 'Steel category' by CDP (2017). Besides being a member of the World Steel Climate Action Programme, Tata Steel has won several awards including the Lighthouse recognition for its Kalinganagar Plant – a first in India, Prime Minister's Trophy for the best performing integrated steel plant for 2016-17, 'GreenPro' certification for products (Tata Pravesh Steel Doors, Tata Structura, Tata Pipes) by CII, Authorized Economic Operator (AEO) status (Tier 2) by the Directorate of International Customs (Ministry of Finance, Govt. of India), 'Corporate Strategy Award' by Mint (2018), Golden Peacock Award for Risk Management (2018) and Best Risk Management Framework & Systems Award (2019) by CNBC TV18. The Company also received the 'Most Ethical Company' award from Ethisphere Institute for the eight time (2019), Steel Sustainability Champion (2018) by the World Steel Association, Dun & Bradstreet Corporate Awards (2019), Golden Peacock HR Excellence Award by Institute of Directors (2018), 'Best Companies To Work For' recognition by Business Today, 'Asia's Best Integrated Report' award by the Asia Sustainability Reporting Awards (2017), among several others.

In 2018, the Company launched a corporate brand campaign #WeAlsoMakeTomorrow. ([www.wealsomaketomorrow.com](http://www.wealsomaketomorrow.com)).

To know more, visit [www.tatasteel.com](http://www.tatasteel.com) | Follow us on     

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Tel: +44 207 717 4404/ +44 7990 786 531

Email: [rob.simpson@tatasteeleurope.com](mailto:rob.simpson@tatasteeleurope.com)



## **Results Presentation**

**Financial quarter and nine month ended December 31, 2019**  
**February 07, 2020**



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## Safe harbor statement

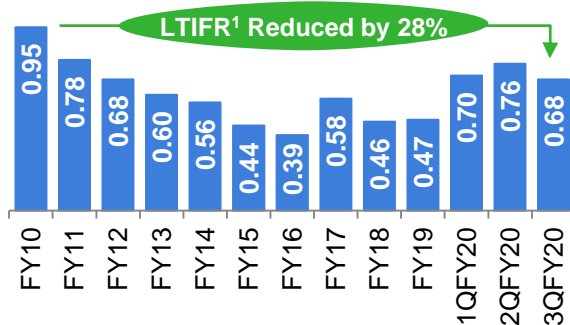
*Statements in this presentation describing the Company's performance may be "forward looking statements" within the meaning of applicable securities laws and regulations. Actual results may differ materially from those directly or indirectly expressed, inferred or implied. Important factors that could 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.*

# Committed towards excellence in Safety, Health & Sustainability



## SAFETY

- More than 44,000 contract employees trained and certified in various safety skills
- Identified about 2,400 Commonly Accepted Unsafe Practices during the campaign out of which 70% were eliminated
- To improve safety behavior on roads, video analytic system has been installed at TSJ on pilot basis



## HEALTH

- Organized awareness campaigns on ‘Diabetes Prevention’ and ‘Noise & Dust Hazard’ across Tata Steel – participation by more than 6,000 employees and contract employees
- Eight ergonomics control measures implemented for reduction of ergo risk factors

**51%**

High risk cases<sup>2</sup> transformed into moderate/low risk at Tata Steel India

## SUSTAINABILITY

- Tata Steel has been identified as a global leader for engaging with its suppliers on climate change; awarded a position on the Supplier Engagement Leaderboard by CDP
- Tata Steel Europe won Excellence in Life Cycle Assessment award at WSA’s 10<sup>th</sup> Steelie awards
- Global Wires India received the Greenco Gold Rating from CII Green Business Centre for Environment Excellence

**25%**

Reduction over FY19 in specific water consumption at TSJ to 2.44 m<sup>3</sup>/tcs in 3QFY20

TSJ: Tata Steel Jamshedpur; TSK: Tata Steel Kalinganagar; Tata Steel India: TSJ + TSK

1. LTIFR: Lost Time Injury Frequency Rate per million man hours worked; for Tata Steel Group

2. High risk cases across Tata Steel India as per the health index; Health Index measurement based on BMI, cholesterol, blood pressure and sugar

# Engaging with neighbouring communities and improving their life quality

TSL Standalone spent more than Rs.1,100 crores in India over last 5 years

## Education

- 1000 Schools Projects –1,370 schools and over 1,00,000 children supported in Odisha and Jharkhand
- 30 Model schools – 22 schools completed, 19 handed over
- Pre-Metric coaching support – 5,187 children supported
- Jyoti Fellowship – 993 meritorious SC/ST students awarded

## Livelihood

- Installation and repair of hand tube wells and deep bore wells – 68,000 people provided access to drinking water
- Self Help Groups – Over 12,750 women empowered
- Awareness programs on ‘Persons with Disability’ – 1,500 people touched

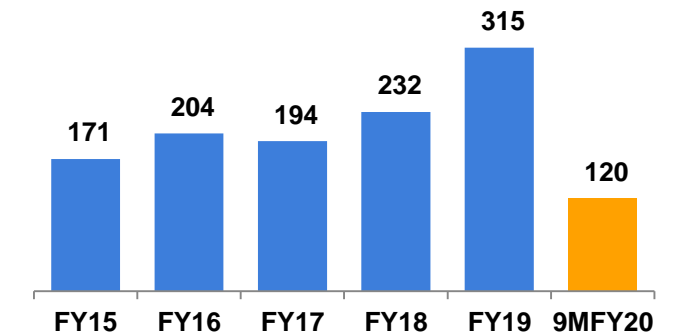
## Health & Sanitation

- Health care clinics, mobile medical units and health camps – over 4,60,000 patient footfalls recorded
- Regional Initiative for Safe Sexual Health by Today’s Adolescents (RISHTA) –14,588 adolescents covered
- Partnership with Sankara Nethralaya’s Mobile Eye Surgical Units and others – 1,674 cataract surgeries facilitated
- Mother & Child Health Services – 6,421 benefitted

## Europe

- More than 100 children took part in a Tata- Kids of Steel football clinic in the Netherlands to improve their football skills and physical condition
- ‘Girls into STEM’ - a two day event hosted by Tata Steel in South Wales encouraging young girls to think about careers in Scientific, Technical, Engineering or Mathematical (STEM) field

TSL Standalone – CSR Spend (Rs. crores)



# Key performance highlights and updates



## Group performance

- Consolidated EBITDA was Rs.3,659 crores, EBITDA margin of 10.3%, EBITDA per ton of Rs.5,003/t
- India<sup>1</sup> operations contributed 66% out of consolidated deliveries of 7.31 mn tons
- TSE<sup>2</sup> performance was adversely affected by market conditions with realisations dropping by £75/t
- Working capital release of more than Rs.6,000 crores across geographies



## India business

- Delivered 17%QoQ volume growth despite 3%QoQ decline in domestic demand with strong growth across business verticals
- Tata Steel BSL and Tata Steel Long Products deliver significant operational improvement
- India<sup>1</sup> EBITDA was Rs.4,111 crores, EBITDA margin of 19.3%, EBITDA per ton of Rs.8,484/t



## Financial Health

- Net Debt reduced by Rs.2,324 crores during the quarter
- Repaid US\$500mn ABJA 2020 bonds in January 2020
- Refinanced €1.75bn bank debt of TSE<sup>2</sup> on more flexible terms and better pricing
- Liquidity position robust at Rs.14,027 crores

Recalibrating operations to market conditions

1. India includes Tata Steel Standalone Limited, Tata Steel BSL Limited (TSBSL) and Tata Steel Long Products Limited (TSLP) on proforma basis without inter-company eliminations; Tata Steel BSL financials are consolidated from 18th May, 2018; Steel business of Usha Martin Limited has been consolidated with Tata Steel Long Products from 09<sup>th</sup> April, 2019  
2. TSE: Tata Steel Europe

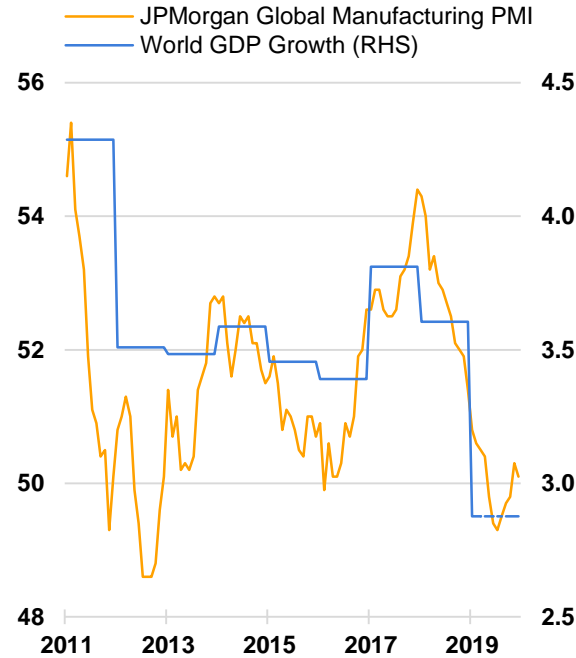


# Global macro and business environment

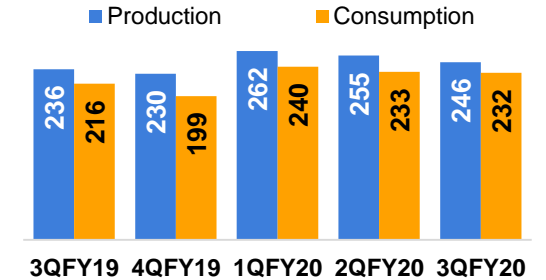
- Global GDP growth further slowed down in 3QFY20 amidst heightened concerns over US-China trade war
- World –ex China steel production declined by 5.1%YoY in 3QFY20; Chinese production went up by 4.8%YoY.
- Chinese apparent steel consumption remained steady, inventories were lower than previous year and monthly steel exports stabilized below 5 mn tons
- Asian steel spot spreads improved from mid-November with increase in Chinese and Asian steel prices; further supported by softening HCC prices

Full benefit of improved spreads is yet to flow through P&L

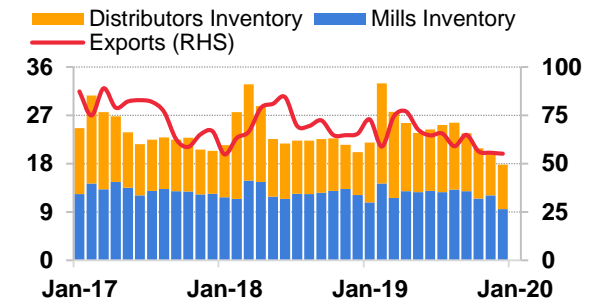
### World GDP growth (% YoY) and global manufacturing PMI



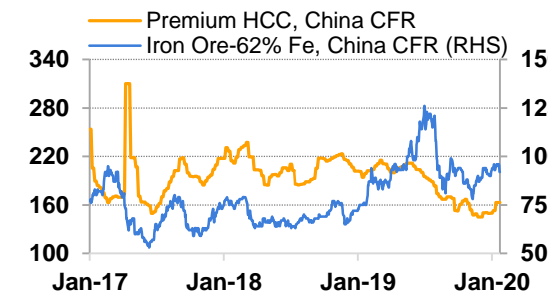
### China crude steel production and domestic consumption<sup>1</sup> (mn tons)



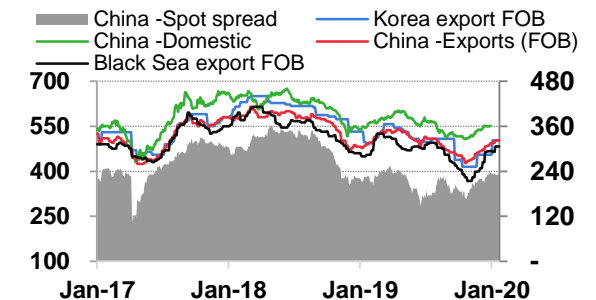
### China steel inventory and annualised exports (mn tons)



### Iron ore and Coking coal prices (\$/t)



### Global HRC prices and Gross spot HRC spread (\$/t)



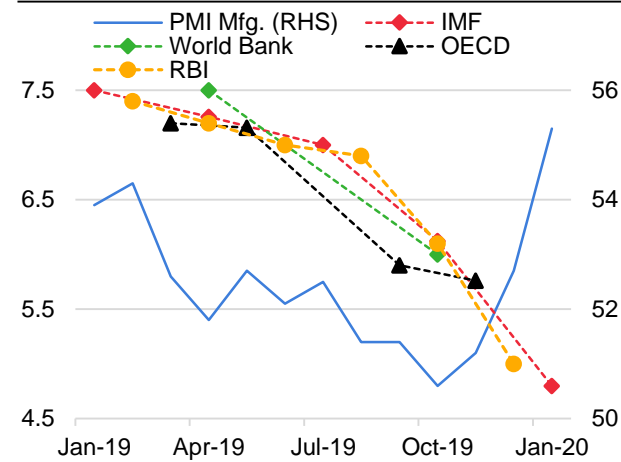
Sources: World Steel Association, Platts, IMF, Bloomberg, SteelMint, JP Morgan and Morgan Stanley; China export HRC - China Weekly Hot Rolled Steel 3mm Export Price Shanghai, North Europe HRC - PLATTS, China Domestic HRC - China Domestic Hot Rolled Steel Sheet Spot Average Price, China HRC spot spreads =China HRC exports FOB – (1.65x Iron Ore Fe 62% China CFR+ 0.7x Premium Hard Coking Coal China CFR); 1. Post adjustment for Inventory at Mills and distributors

# India macro and business environment

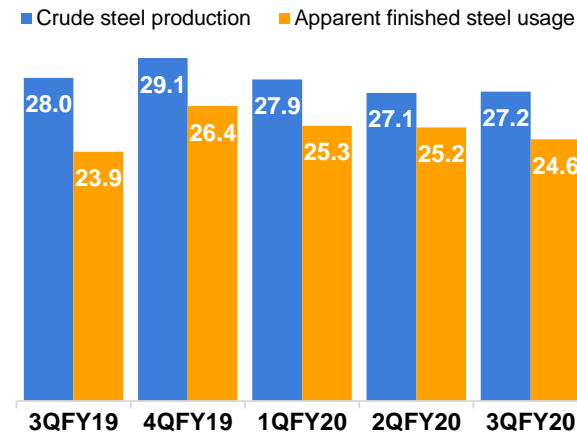
- Indian economy remained weak in 3QFY20; all the key agencies have been trimming India GDP growth estimates for FY20
- Automotive, capital goods as well as consumer goods sector continue to decline on YoY basis; activities in construction sector improved marginally post prolonged and heavy monsoon
- Domestic steel consumption decelerated amid tepid domestic demand
- Steel prices reached a nadir in October 2019 before improving from November onwards

Steel prices increased from mid November

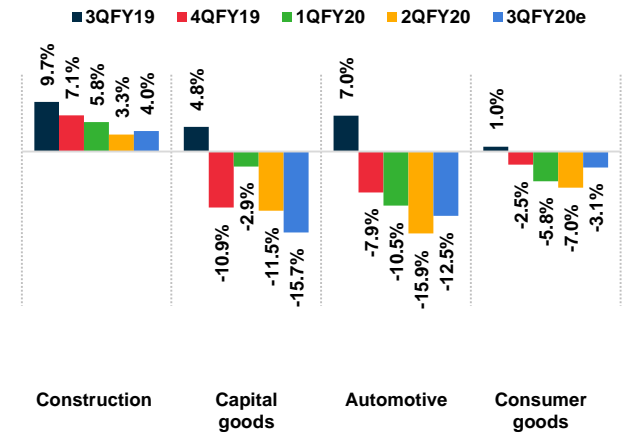
Manufacturing PMI and FY20 GDP growth estimates over the last year



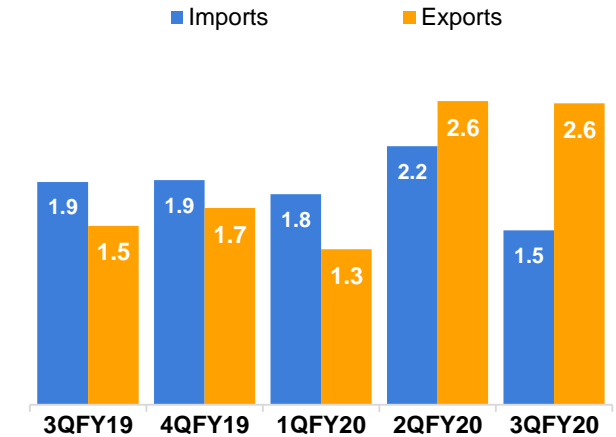
India steel production and consumption (mn tons)



Key sectors growth\* (% Change, YoY)



India steel imports and exports (mn tons)



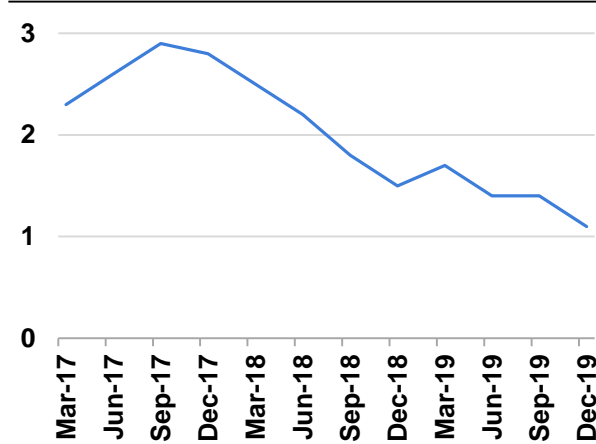
Source: Bloomberg, RBI, OECD, World Bank, IMF, SIAM, Joint plant committee, MOSPI, World Steel Association

\*Growth of key steel consuming sector is calculated by removing sub-segments which do not consume steel

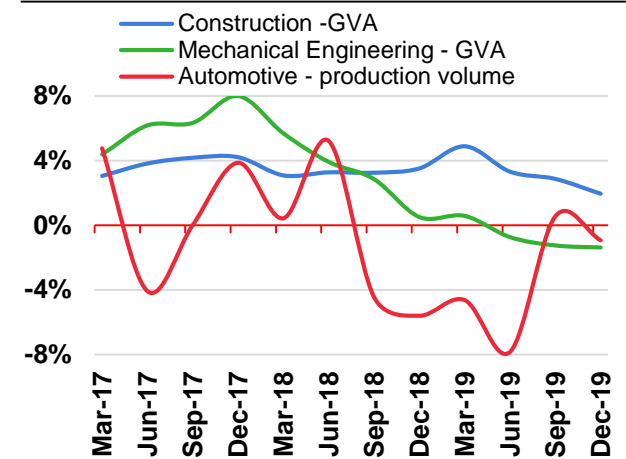
# Europe macro and business environment

- European Union GDP grew by 1.1%YoY in 3QFY20 while expanded marginally on QoQ basis
- Manufacturing sector remains in slump with weakened exports and investments
- Steel demand continues to decline with de-growth in key consuming sectors like Auto and Mechanical Engineering; real steel consumption have been estimated to decrease by 1.1%YoY in 2019
- Steel imports in EU remains at the elevated level
- Gross spot spreads declined by ~\$40/t to ~\$200/t in Dec'19 compared with Sep'19 as steel prices fell by \$45/t

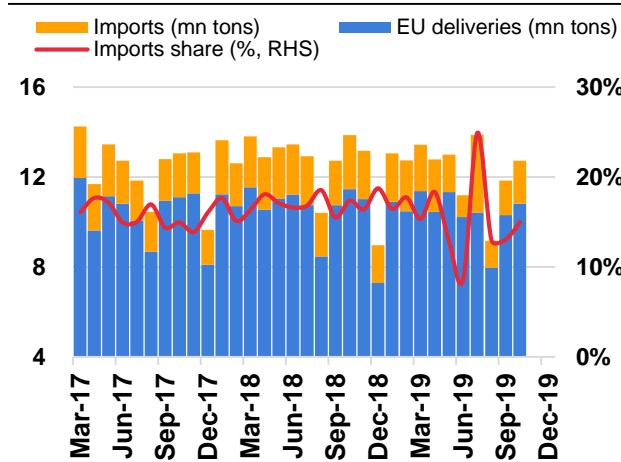
EU GDP (% YoY)



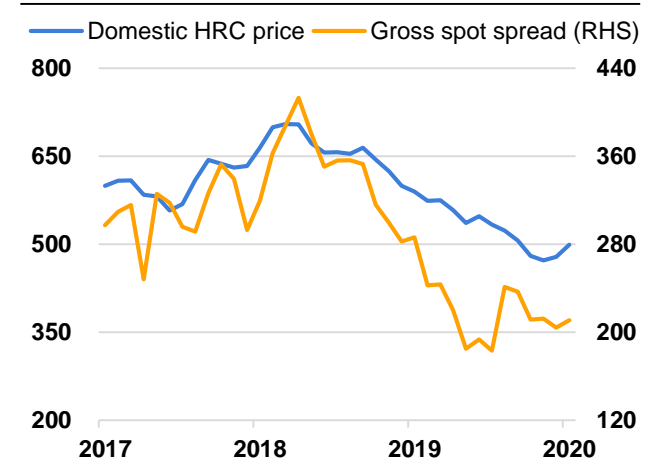
EU key steel consuming sectors (%YoY)



EU Market Supply



European HRC price and spread (\$/t)



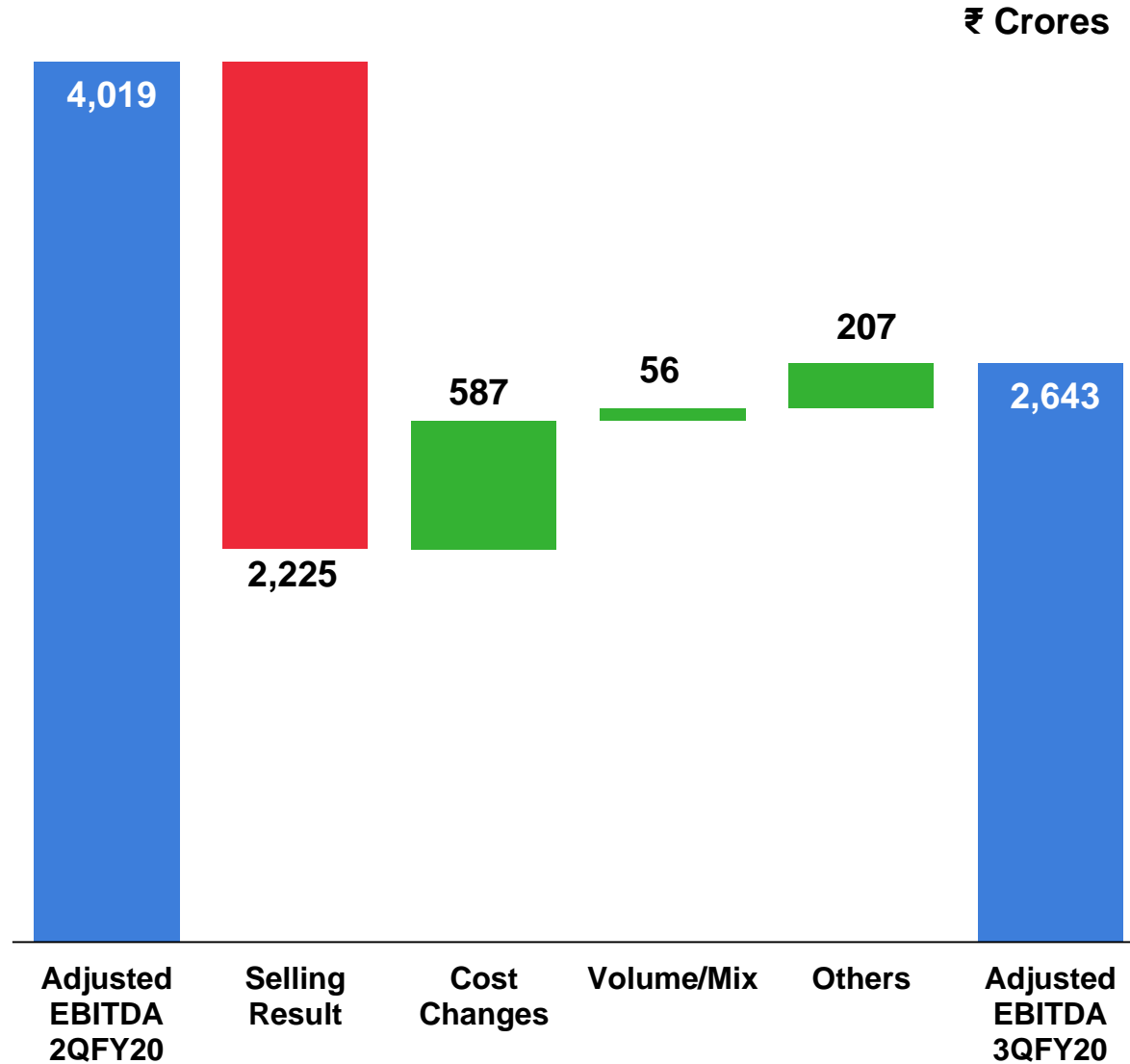
Gross spot spreads dropped to unsustainable level

## Consolidated operational and financial performance

<i>(All figures are in Rs. Crores unless stated otherwise)</i>	3QFY20	2QFY20	3QFY19
Production (mn tons) <sup>1</sup>	6.99	6.95	6.71
Deliveries (mn tons)	7.31	6.53	6.47
Total revenue from operations	35,520	34,579	38,854
Raw material cost <sup>2</sup>	13,754	14,864	15,389
Change in inventories	3,356	(16)	(529)
<b>EBITDA</b>	<b>3,659</b>	<b>3,893</b>	<b>6,726</b>
<b>Adjusted EBITDA<sup>3</sup></b>	<b>2,643</b>	<b>4,018</b>	<b>7,217</b>
<b>Adjusted EBITDA per ton (Rs./t)</b>	<b>3,614</b>	<b>6,155</b>	<b>11,154</b>
Pre exceptional PBT from continuing operations	(216)	27	3,191
Exceptional items	(329)	(34)	32
Tax expenses	621	(4,050)	1,407
<b>PAT</b>	<b>(1,229)</b>	<b>3,302</b>	<b>1,753</b>
<b>Diluted EPS (Rs. per Share) – not annualised</b>	<b>(9.91)</b>	<b>29.25</b>	<b>19.58</b>

Note: Consolidated numbers doesn't include NatSteel Singapore and Tata Steel Thailand as it has been classified as "Asset Held For Sale"; 1. Production Numbers: Tata Steel Standalone, Tata Steel BSL & Tata Steel Long Products - Crude Steel Production, Europe - Liquid Steel Production; 2. Raw material cost includes raw material consumed, and purchases of finished and semi-finished products, 3. Adjusted for fair value changes on account of exchange rate movement on investments in T Steel Holdings and revaluation gain/loss on external/ internal company debts/ receivables at TS Global Holdings

# Consolidated Adjusted EBITDA<sup>1</sup> movement

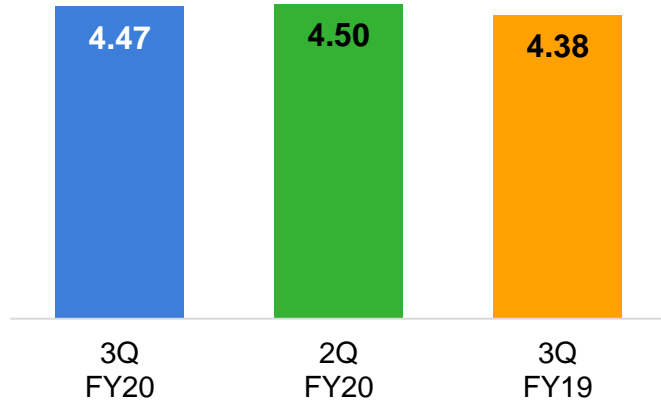


- Selling results reflects sequentially lower steel prices across geographies especially Europe
- Lower costs across geographies due to lower raw material prices
- Volume/mix impact due to higher deliveries across geographies, partially offset by adverse product mix at Tata Steel standalone, Tata Steel BSL and Europe

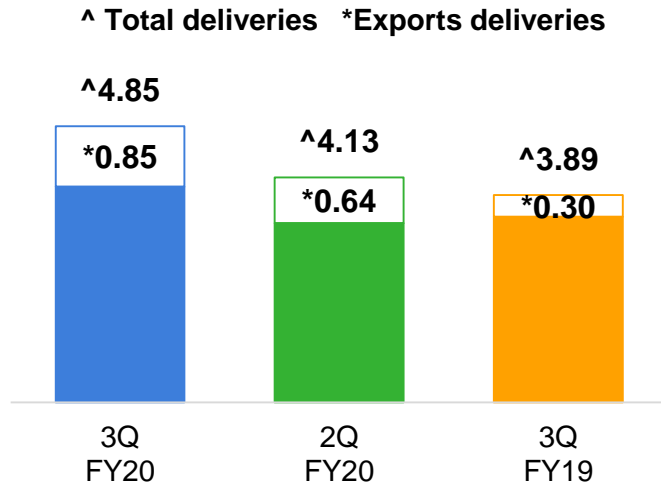
1. EBITDA adjusted for fair value changes on account of exchange rate movement on investments in Tata Steel Holdings and revaluation gain/loss on external/ internal company debts/ receivables at Tata Steel Global Holdings

# Tata Steel India<sup>1</sup>: Quarterly production and delivery volumes

Crude Steel Production Volume (mn tons)



Total deliveries volume (mn tons)

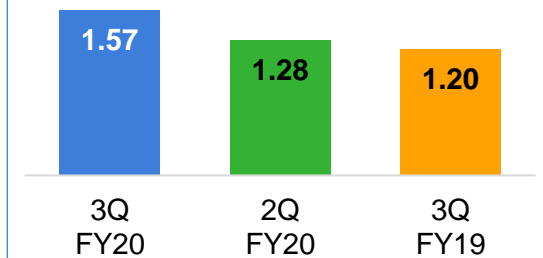


- Total deliveries grew 17%QoQ with 15%QoQ increase in domestic deliveries; despite 3% decline in India's apparent steel consumption
- Maintained Automotive segment deliveries on QoQ basis amidst 13%QoQ decline in Auto industry production
- Branded Products & Retail segment and Industrial Product & Projects segment deliveries grew 22%QoQ and 12%QoQ, respectively

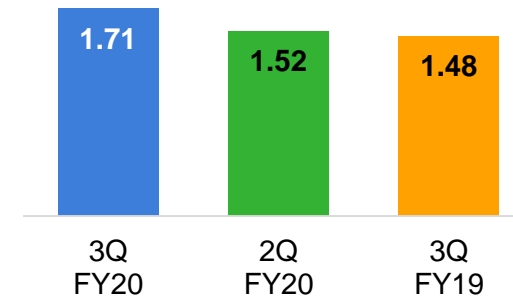
Automotive and Special Products



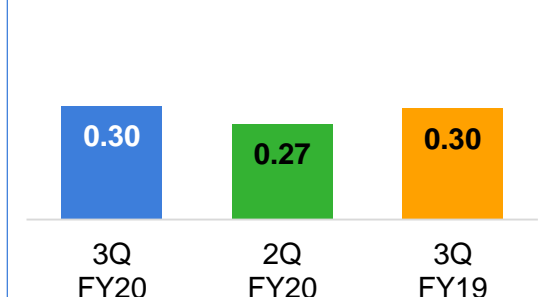
Branded Products and Retail



Industrial Products and Projects



Downstream<sup>2</sup>









Strength of business model drives increase in market share

1. Tata Steel India includes Tata Steel Standalone, Tata Steel BSL and Tata Steel Long Products on proforma basis without inter-company eliminations; Tata Steel BSL has been consolidated from 18<sup>th</sup> May, 2018; Tata Steel Long Products has been included from 09<sup>th</sup> April, 2019

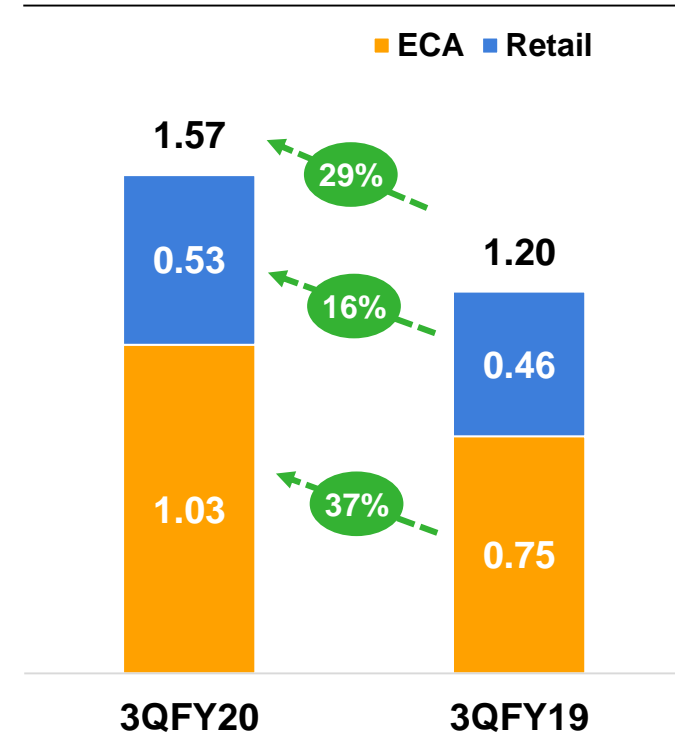
2. Transfers to downstream units

# Branded Products and Retail

- Continued focus on physical and digital channel expansion helps improve market penetration and drive volumes
  - On the ground distributor/dealer network increased by 11% YoY
  - Digital channel scales up:
    - ✓ ‘Tata Steel AASHIYANA’ - India’s first ever multi-brand e-commerce platform for IHBs reaches an annualized revenue run rate of Rs.380 crores in 3QFY20
    - ✓ ‘Tata BASERA’ – an initiative to leverage distribution networks across Tata Group Companies – realised a year to date sales of Rs.114 crores

Retail	  	<ul style="list-style-type: none"> <li>■ <b>Retail business experienced 16%YoY growth:</b> <ul style="list-style-type: none"> <li>✓ Tata Tiscon: volume grew 12%YoY led by Aashiyana channel scale up and group synergy initiatives</li> <li>✓ Tata Shaktee: Volumes grew 13%YoY with launch of long length GC sheets, WAMA (wall profile) and improvement in TSBSL’s galvanised line capability</li> <li>✓ Tata Kosh: Brand launched for rural consumable markets; 3x increase in dealer footprint</li> </ul> </li> </ul>
ECA	  	<ul style="list-style-type: none"> <li>■ <b>ECA business experienced 37%YoY growth:</b> <ul style="list-style-type: none"> <li>✓ New channel capacity drove 40% of 3QFY20 sales growth</li> <li>✓ Sale of Coated Products increased by 60% YoY</li> <li>✓ Value Added Products sales increased by 41%YoY</li> </ul> </li> </ul>

BPR Sales (in mn tons)



Channel expansion and strong brand equity delivers superior growth

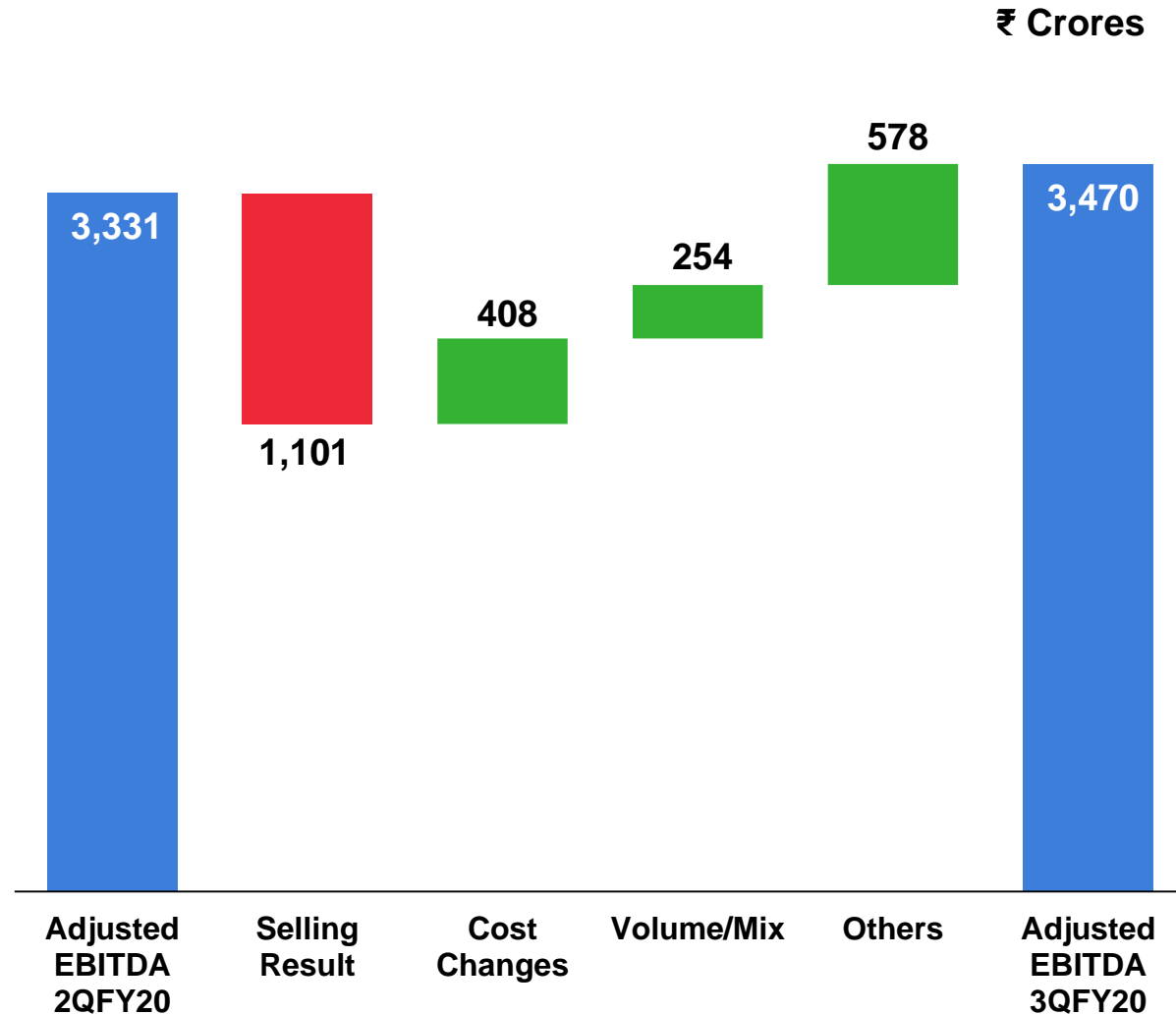
## Tata Steel Standalone: Financial performance

<i>(All figures are in Rs. Crores unless stated otherwise)</i>	3QFY20	2QFY20	3QFY19
<b>Total revenue from operations</b>	<b>15,262</b>	<b>14,871</b>	<b>17,174</b>
Raw material cost <sup>1</sup>	4,210	5,151	5,828
Change in inventories	1,326	(366)	(928)
<b>EBITDA</b>	<b>3,791</b>	<b>3,546</b>	<b>4,559</b>
<b>Adjusted EBITDA<sup>2</sup></b>	<b>3,470</b>	<b>3,331</b>	<b>4,872</b>
<b>Adjusted EBITDA per ton (Rs./t)</b>	<b>10,123</b>	<b>11,200</b>	<b>16,404</b>
Pre exceptional PBT from continuing operations	2,066	1,891	3,514
Exceptional items	349	(3)	260
Tax expenses	611	(1,949)	1,317
<b>Reported PAT</b>	<b>1,804</b>	<b>3,838</b>	<b>2,456</b>
<b>Diluted EPS (Rs. per Share) – not annualised</b>	<b>15.30</b>	<b>33.00</b>	<b>21.05</b>

1. Raw material cost includes raw material consumed, and purchases of finished and semi-finished products; 2. EBITDA adjusted for fair value changes on account of exchange rate movement on investments in T Steel Holdings



# Tata Steel Standalone: Adjusted EBITDA<sup>1</sup> movement



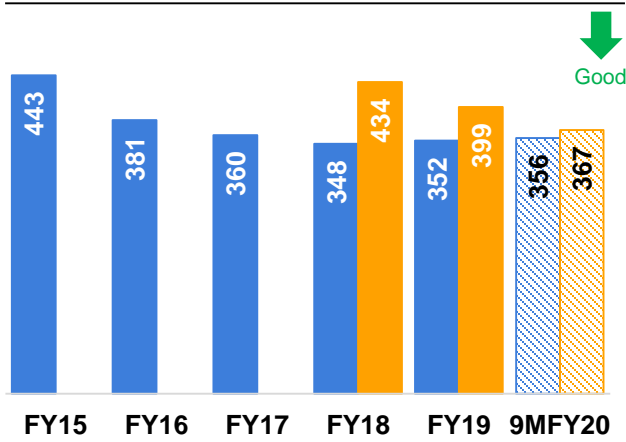
- Selling results reflects sequentially lower steel realizations
- Cost improvement is primarily due to lower coal cost and lower consumption of purchased pellet
- Volume/mix impact primarily due to higher deliveries, partially offset by adverse mix impact due to higher exports
- Others primarily include reversal of provisions no longer required

1. Adjusted for fair value changes on account of exchange rate movement on investments in Tata Steel Holdings

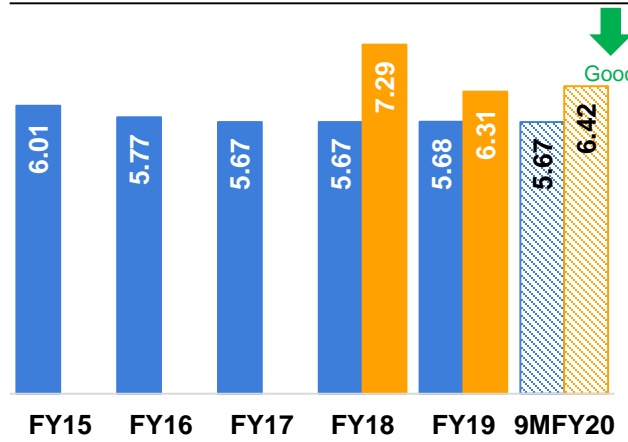
# Tata Steel Standalone: Key sustainability parameters

■ TSJ ■ TSK

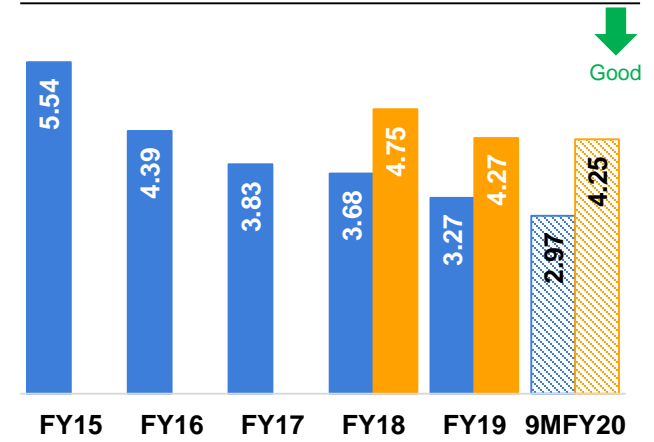
Coke Rate (kg/tcs)



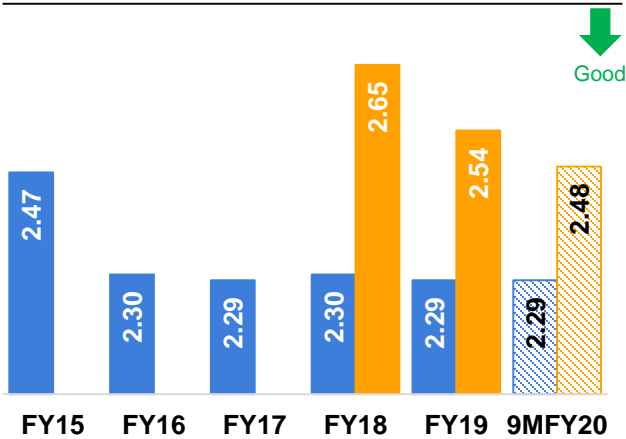
Specific Energy Intensity (Gcal/tcs)



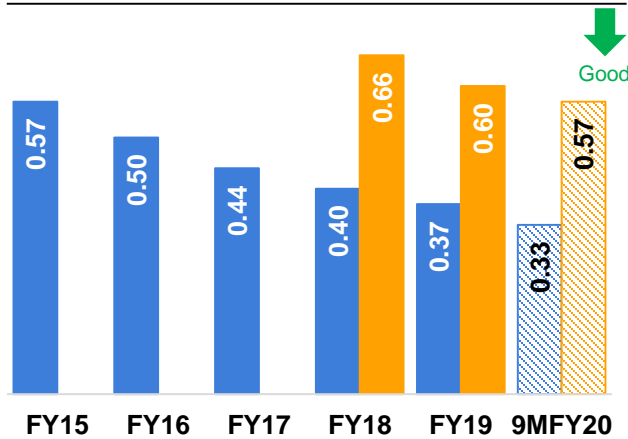
Specific Water Consumption (m³/tcs)



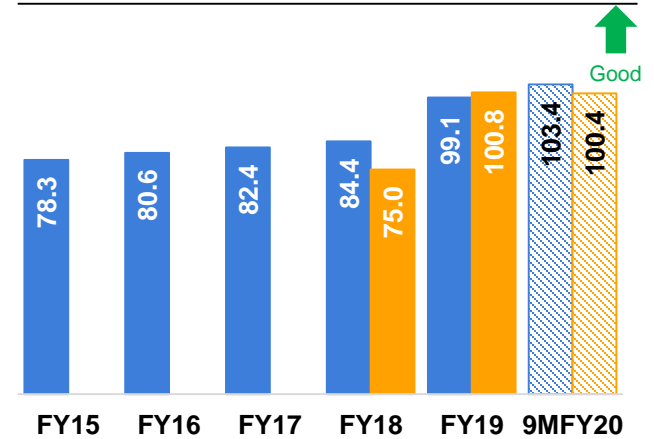
CO<sub>2</sub> Emission Intensity (tCO<sub>2</sub>/tcs)



Specific Dust Emission (kg/tcs)



Solid Waste Utilization (%)



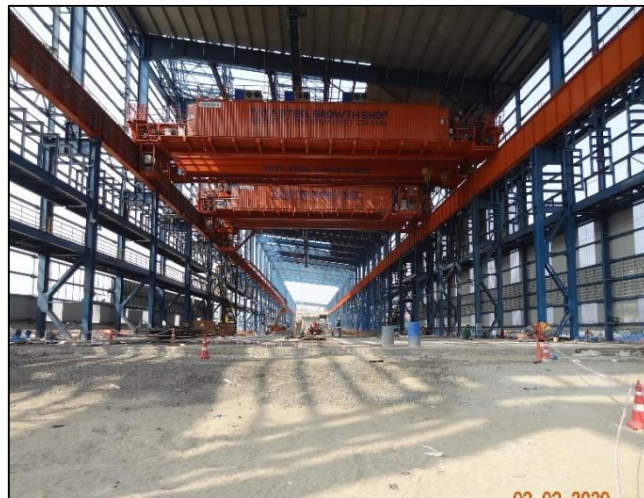
Committed to improve key sustainability parameters

TSJ: Tata Steel Jamshedpur; TSK: Tata Steel Kalinganagar

# Tata Steel Kalinganagar Phase 2 expansion

## Key updates

- Cold Rolling Mill (CRM) complex and Pellet plant have been prioritized to improve product mix and bring cost efficiency
- CRM Complex:
  - Pickling Line and Tandem Cold Rolling Mill (PLTCM) - Civil and structure construction has progressed substantially; equipment erection for mill & entry section has commenced; most of the imported equipment have been delivered at site
  - Engineering of Continuous Annealing Line & Continuous Galvanizing Line are nearing completion; civil work is in advanced stage
- Pellet Plant: Engineering nearing completion; civil work of main process units completed



EOT Crane of PLTCM



Entry side equipment foundation of PLTCM



ECR Building of PLTCM

CRM and Pellet  
plant have been  
prioritized

## Tata Steel BSL: Consolidated performance and key updates

<i>(All figures are in Rs. Crores unless stated otherwise)</i>	3QFY20	2QFY20	3QFY19
Crude Steel production (mn tons)	1.15	1.07	1.04
Deliveries (mn tons)	1.26	1.04	0.92
Total revenue from operations	5,038	4,555	4,889
Raw material cost <sup>1</sup>	2,630	2,720	2,866
Change in inventories	744	52	(417)
<b>EBITDA</b>	<b>284</b>	<b>527</b>	<b>1,009</b>
<b>EBITDA/t (Rs.)</b>	<b>2,261</b>	<b>5,062</b>	<b>11,005</b>

### Key updates

- 3QFY20 crude steel production was higher by 8%QoQ; deliveries grew 20%QoQ with higher exports and domestic sales; achieved highest ever quarterly sales of 1.26 Mt
- Operational KPIs improvement during 3QFY20– a) 2%YoY reduction in fuel rate, b) 3%YoY reduction in coke rate and c) 15%YoY reduction in power consumption rate
- Ramp up of Branded Product Sales (Tata Kosh, Tata Shaktee & Tata Steelium) with appointment of new channel partners in multiple territories
- Ramping up of ‘Tata Structura’ and ‘Tata Pipes’ branded Large Dia Pipes; includes supplies to new airport projects e.g. Lucknow and Trichy
- Steady state of order load post development of API X70 grade for large dia segment for cross country pipeline/city gas distribution

Improvements in operational KPIs and market presence

1. Raw material cost includes raw material consumed, and purchases of finished and semi-finished products

## Tata Steel Long Products: Consolidated performance and key updates

<i>(All figures are in Rs. Crores unless stated otherwise)</i>	3QFY20	2QFY20	3QFY19
<b>Production ('000 tons)</b>			
- Crude Steel	157	150	NA
- Sponge	221	172	109
<b>Deliveries ('000 tons)</b>			
- Steel	162	118	NA
- Sponge	187	141	112
<b>Total revenue from operations</b>	<b>999</b>	<b>778</b>	<b>261</b>
Raw material cost <sup>1</sup>	588	642	192
Change in inventories	63	(95)	3
<b>EBITDA</b>	<b>36</b>	<b>(40)</b>	<b>35</b>

### Key updates

- Realizations were higher with higher deliveries and improved sponge NR, partly offset by lower steel NR; EBITDA/t improved by ~Rs.5,600 supported by cost reduction initiatives
- Focus on stabilizing newly acquired facilities and improving operating KPIs - a) Improvement in PCI rate to 115 kg/thm from 104 kg/thm in 2QFY20, b) reduction in power consumption rate to 273kwh/tcs from 275kwh/tcs in 2QFY20
- Captive iron ore production ramped up post monsoons; started commercial production at pellet plant for Tata Steel on conversion basis from 14<sup>th</sup> January 2020
- Focus on improving market share across segments; added 11 new customer in 3QFY20 including non-automotive customers

Operational improvements drive performance

Note: Steel business of Usha Martin Limited has been consolidated with Tata Steel Long Products from 09<sup>th</sup> April, 2019

1. Raw material cost includes raw material consumed, and purchases of finished and semi-finished products

## Tata Steel Europe: performance and key updates

<i>(All figures are in Rs. Crores unless stated otherwise)</i>	3QFY20	2QFY20	3QFY19
Liquid Steel production (mn tons)	2.51	2.45	2.34
Deliveries (mn tons)	2.35	2.29	2.35
Total revenue from operations	13,821	14,035	15,850
Raw material cost <sup>1</sup>	6,240	6,431	6,395
Change in inventories	1,198	340	847
<b>EBITDA</b>	<b>(956)</b>	<b>165</b>	<b>949</b>
<b>EBITDA/t (Rs.)</b>	<b>(4,068)</b>	<b>721</b>	<b>4,043</b>

### Key updates

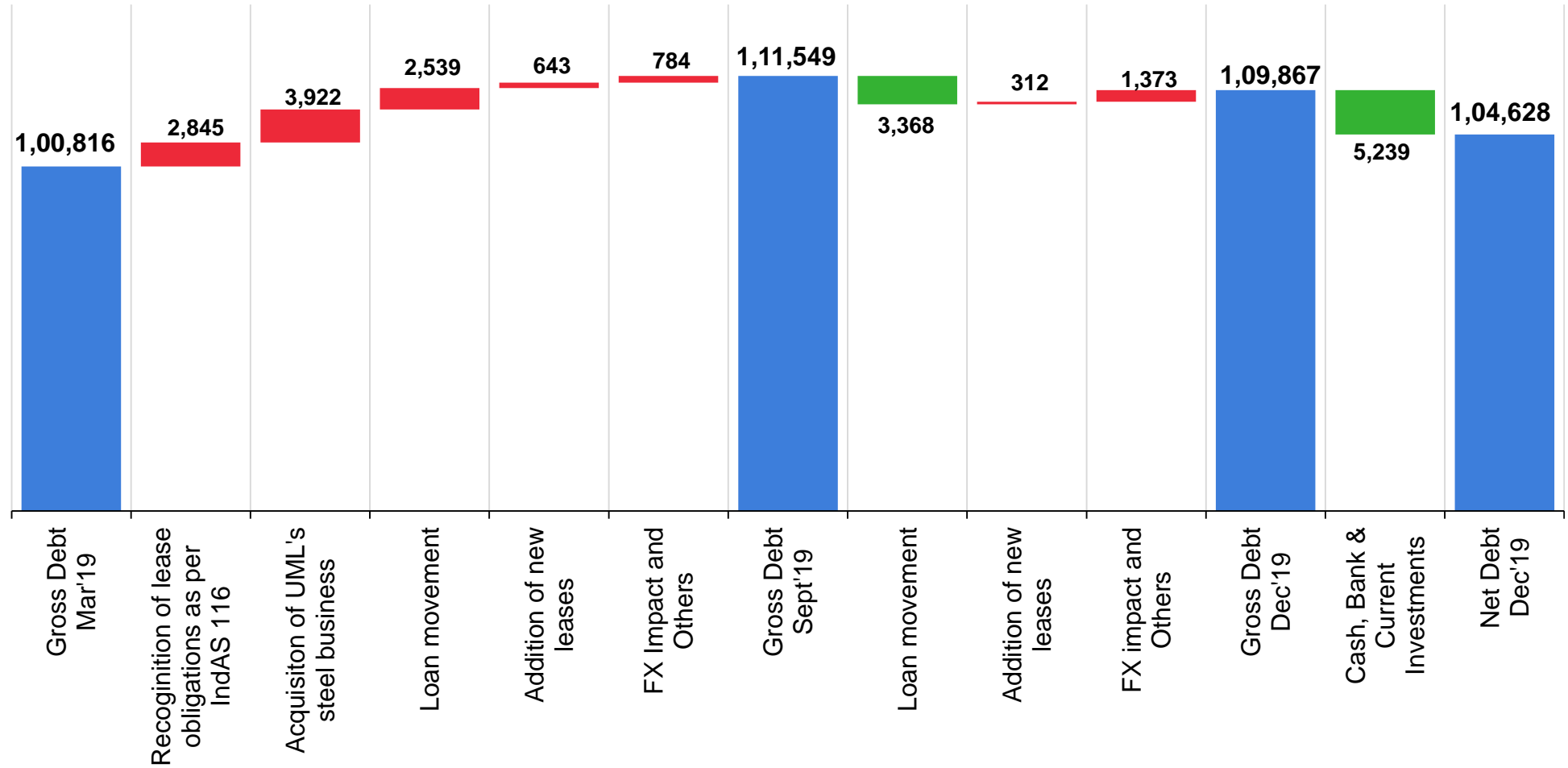
- 3QFY20 production and deliveries were higher by 3% on QoQ basis in line with weak market conditions which saw realisations drop by £75/t
- Launched 6 new products during the quarter
- Launched transformation program to make business stronger and more sustainable with focus on boosting productivity, reducing bureaucracy, and increasing sales of higher-value steel products
- Refinanced €1.75 billion bank debt on more flexible terms and better pricing; maturity profile also improved

Transformation programme to make operations stronger and sustainable

1. Raw material cost includes raw material consumed, and purchases of finished and semi-finished products

# Consolidated Debt movement

Rs. Crores



■ \$500mn ABJA 2020 bonds have been repaid in January 2020

Note: Consolidated numbers doesn't include NatSteel Singapore and Tata Steel Thailand as it has been classified as "Asset Held For Sale"

# Business Outlook

## Steel Demand

- Global steel demand is expected to improve on sustained monetary stimulus and restocking; however, Coronavirus is a risk
  - India steel demand is expected to improve in seasonally stronger 4QFY20 with increase in the government spending and improving liquidity
  - Steel demand in European Union is expected to increase by 1.4% in CY20
- 

## Steel prices

- Regional steel prices are expected to find support from supply discipline
  - Domestic steel prices are picking-up with better supply-demand balance and increasing activity levels
- 

## Iron Ore

- International prices are expected to soften on improving supply and low offtake from China in near term. However, India domestic iron prices may increase if ongoing mine auctions result in disruption of operations
- 

## Coking Coal

- Coking coal prices are marginally up in the absence of any materteral adverse seasonal impact on supply
-



## Annexure – I: Standalone QoQ Variations

Rs Crores	3QFY20	2QFY20	Key Reasons
Income from operations	14,817	14,487	Due to higher deliveries partially offset by lower realisations
Other operating income	445	385	Primarily due to higher export related benefits with higher exports
Raw materials consumed	3,929	4,843	Primarily due to lower coal cost and lower consumption of purchased pellets
Purchases of finished, semis & other products	280	307	Lower purchase of TMT rebars and Wire rods
Changes in inventories	1,326	(366)	Inventory reduction
Employee benefits expenses	1,035	1,278	Primarily due to reversal in provisions for wage revision
Other expenses	4,913	5,330	Primarily due to favourable FX movement on investment in preference shares at Tata Steel Holdings and reversal of provision no longer required
Depreciation & amortisation	980	970	In line
Other income	51	103	Due to lower dividend income
Finance cost	784	720	Primarily due to higher debt in India
Exceptional Items	349	(3)	Primarily due to gain on fair valuation of preference shares held at Tata Steel BSL & TRF partially offset by one-off provisions
Tax	611	(1,949)	Gain in previous quarter primarily due to adoption of new corporate tax rate
Other comprehensive income	(37)	(78)	Primarily on account of re-measurement gain/loss on actuarial valuation of employee benefits and fair value adjustments of non current assets

## Annexure – II: Consolidated QoQ Variations

Rs Crores	3QFY20	2QFY20	Key Reasons
Income from operations	<b>34,774</b>	33,954	Primarily due to higher deliveries across geographies
Other operating income	<b>746</b>	625	Primarily at standalone and Tata Steel BSL
Raw materials consumed	<b>12,850</b>	13,676	Lower primarily at standalone, Tata Steel BSL and Tata Steel Long Products, partially offset by higher cost at Tata Steel Europe in rupee terms
Purchases of finished, semis & other products	<b>904</b>	1,188	Lower purchases primarily at standalone and Tata Steel Europe
Changes in inventories	<b>3,356</b>	(16)	Inventory reduction
Employee benefits expenses	<b>4,294</b>	4,605	Lower primarily at standalone and Tata Steel Europe
Other expenses	<b>10,496</b>	11,307	Primarily due to favourable FX movement and lower other expenses at Standalone partially offset by higher expenses at Tata Steel Europe in rupee terms
Depreciation & amortisation	<b>2,019</b>	2,127	In line
Other income	<b>93</b>	184	Primarily at Standalone
Finance cost	<b>1,931</b>	1,871	Primarily at Standalone
Exceptional Items	<b>(329)</b>	(34)	Primarily due to one-off provision at Standalone and provisions related to closure of some entities at Europe
Tax	<b>621</b>	(4,050)	Gain in previous quarter primarily due to adoption of new corporate tax rate at Standalone
Other comprehensive income	<b>(1,550)</b>	1,181	Re-measurement gain/loss on actuarial valuation and unfavourable FX translation impact

Note: Consolidated numbers doesn't include NatSteel Singapore and Tata Steel Thailand as it has been classified as "Asset Held For Sale"

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