

Tata Steel's 3Q FY19 and 9M FY19 Key Production and Sales Figure (Provisional)

Mumbai, January 8, 2019:

Production and Sales Performance*All Figures are in million tons*

	Items	Quarterly			Year till Date	
		3Q FY19 (Provisional)	2Q FY19 (Actual)	3Q FY18 (Actual)	Apr-Dec FY19 (Provisional)	Apr-Dec FY18 (Actual)
Tata Steel Standalone	Production	3.33	3.26	3.27	9.77	9.41
	Sales	2.97	3.18	3.30	9.12	9.12
Tata Steel Europe	Production	2.33	2.43	2.67	7.56	8.06
	Sales	2.30	2.27	2.44	7.01	7.45
Tata Steel South-East Asia	Production	0.51	0.54	0.55	1.58	1.66
	Sales	0.58	0.65	0.62	1.82	1.89
Tata Steel BSL	Production	1.04	1.05	0.96	3.13	2.80
	Sales	0.92	1.14	1.00	2.91	2.88

Note: Production Numbers: India - Crude Steel Production; Europe - Liquid Steel Production; South-East Asia - Saleable Steel Production; and Tata Steel BSL - Crude Steel Production

Key Highlights:

- **Tata Steel Standalone –**

- Production was marginally up in 3Q FY19 with steady plant utilization. Sales volume was lower due to seasonal headwinds, particularly in terms of softer Automotive demand, and inventory replenishment.
- Automotive & Special products recorded a growth of 21% in Apr-Dec'18 period against an industry growth of 12% during the same period last year.

- **Tata Steel Europe –**

- Tata Steel Europe's year-on-year production was impacted by shutdowns for ongoing life extension upgradation program on one of Port Talbot's blast furnaces during Q3, because of which the furnace was out of operation for the entire quarter. Performance was also impacted by operational issues in Q3 in both of its main steelmaking locations of IJmuiden and Port Talbot. Lower production volumes and adverse product mix will impact financial results.

- **Tata Steel South East Asia –**

- Production and sales volume were lower due to continued sluggishness in Singapore and Thailand markets.

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▪ Tata Steel BSL –

- Production was in-line with 2Q FY19; Sales volume in 3Q FY19 was lower as 2Q FY19 sales volume included inventory sell-down. Sales was also affected due to softer demand in 3QFY19, mainly in automotive and appliance segments, and inventory replenishment.

About Tata Steel

Tata Steel Group is among the top global steel companies with an annual crude steel capacity of 27.5 million tonnes per annum (MTPA) as on March 31, 2018. It is one of the world's most geographically-diversified steel producers, with operations in 26 countries and a commercial presence in over 50 countries. The Group recorded a consolidated turnover of US \$20.41 billion (INR 133,016 crore) in FY18. Tata Steel Group is spread across five continents with an employee base of over 65,000. Tata Steel retained Industry Leader position in FY18 and ranked second overall in the DJSI assessment, 2017. The Company has been recognized as the Climate Disclosure Leader in 'Steel category' by CDP (2017). Besides being a member of the World Steel Climate Action Programme, Tata Steel was felicitated with several awards including the Prime Minister's Trophy for the best performing integrated steel plant for 2014-15 and 2015-16, Best Risk Management by CNBC TV18 (2018) and 'Corporate Strategy Award' by Mint (2018). The Company also received the 'Most Ethical Company' award from Ethisphere Institute for the sixth time (2018), Steel Sustainability Champions (2017) by the World Steel Association, Dun & Bradstreet Corporate Awards (2017 & 2018), Golden Peacock HR Excellence Award by Institute of Directors (2017) as well as 'Asia's Best Integrated Report' award by the Asia Sustainability Reporting Awards (2017), among several others.

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