



TML: 4417: 2023

Date: August 30, 2023

The Secretary, Listing Department  
BSE Limited  
Phiroze Jeejeebhoy Towers  
Dalal Street  
Mumbai - 400 001.  
Maharashtra, India.  
**Scrip Code: 513434**

The Manager, Listing Department  
National Stock Exchange of India Limited  
Exchange Plaza, 5th Floor, Plot No. C/1  
G Block, Bandra-Kurla Complex, Bandra (E),  
Mumbai - 400 051.  
Maharashtra, India  
**Symbol: TATAMETALI**

Dear Madam, Sirs,

**Sub: Submission of Presentation to be made to Analysts/ Investors**

Please find enclosed herewith the presentation to be made to Analysts/ Investors at the 33<sup>rd</sup> Annual General Meeting of Tata Metaliks Limited scheduled to be held on August 30, 2023.

This presentation is being submitted in compliance with Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015.

This is for your information and records.

Yours faithfully,  
**Tata Metaliks Limited**

**Avishek Ghosh**  
Company Secretary and Compliance Officer

Encl.: as above

**TATA METALIKS LIMITED**

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CIN L27310WB1990PLC050000

## TATA METALIKS ANNUAL GENERAL MEETING 2023

*Marching Ahead Towards a Stronger and Sustainable Future*





# 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

## Behavioral Safety

- Launched “Adhinayak 2.0 and Arohan” behavior-based Safety training programs to develop safety consciousness in the workforce
- Focused communication through Mass Meetings, Tool Box Talk and Focus Group Discussions

## Competency and Capability Development

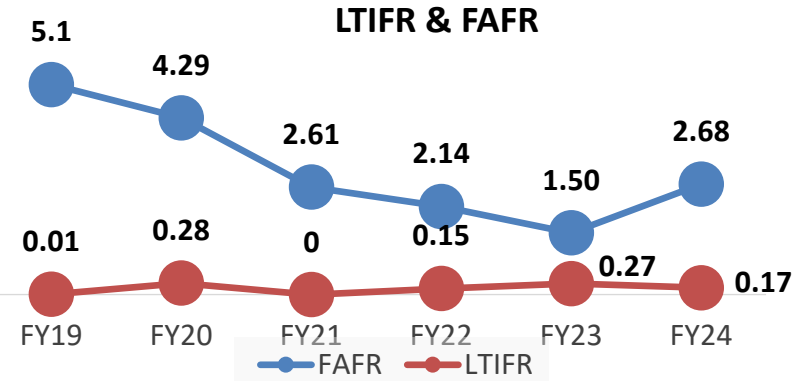
- Felt Leadership Program for internal capability development
- Developing competence on Incident Investigation for insightful analysis and risk mitigation
- Learning from “Go & See” visits to industry and service partners for best practices adoption

## Adoption of New Methods and Techniques

- Risk Mapping for Safety Hazards
- LOTOTO Implementation
- Camera Surveillance for effective monitoring of critical operations
- Cross-functional Task Force on improving Process Safety and Workplace Safety
- Contractor Safety Management System

## Infrastructure, Automation, Mechanization and Robotics

- Deployment of Robots in critical operations
- 2-Wheeler Parking Area outside company gate, to restrict entry & movement of 2-wheelers inside works
- Kaizens driven by Automation and Digitalization



**Tool Box Talk at Shopfloor**



**Awareness Campaign during SHE Month**

FAFR - First Aid Frequency Rate | LTIFR - Loss Time Injury Frequency Rate | LOTOTO – Lock Out Tag Out Try Out

# Key Process and Financial Highlights



## SAFETY

Training Sessions (Nos) 4,300+



## SUSTAINABILITY

GreenCo Gold Award  
CDP Rating- B (4 -band jump)



## CSR REACH

55,000+ Lives Impacted



## ETHICS

LBE SCORE – ADVANCED  
RATING IN ALL 4 PILLARS



## CUSTOMER CENTRICITY

Over 60% of DIP Sales to  
Elite Customers



## GROWTH

2.3 LTPA TO 3 LTPA  
(27%  )



## PEOPLE INVOLVEMENT IN IMPROVEMENT PROJECTS

> 90%



## EMPLOYEE ENGAGEMENT SCORE

4.15 OUT OF 5



## TURNOVER

RS 3,260 CRORES



## EBIDTA

RS 211 CRORES



## PBT

RS 100.7 CRORES



## PAT

RS 81 CRORES

FAFR - First Aid Frequency Rate | CDP – Carbon Disclosure Project| PAT – Profit After Tax| PBT – Profit Before Tax| EBIDTA – Earning before Interest, Depreciation, Tax and Amortization



# Fulfilling Needs Of Our Customers



## Value Delivery

1. Honoring Commitments on time
2. Providing insightful resolution to customer issues
3. Development and delivery of specialized application solutions like joints, fittings and special coatings.
4. Strengthen internal processes to enhance customer delivery proposition.

## Technical Services

1. Enhanced value through customised technical services & solutions, and higher engagement at all touch-points
2. Started a Skill Development Center to fulfill the need of skilled workforce in the DI Pipe application area

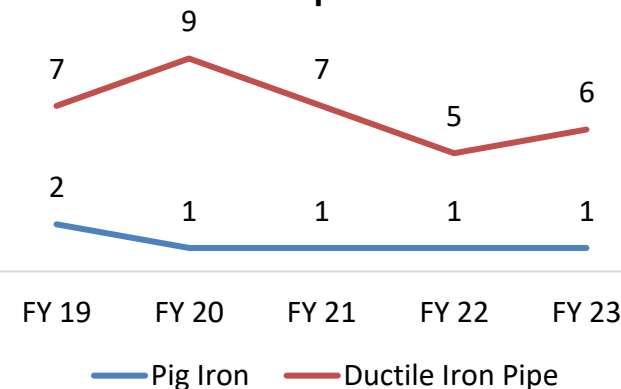
## Customer Engagements/ Experience

1. Enhanced customer access convenience through Customer Relationship Management (CRM) platform
2. Maintaining customer intimacy through site visits, knowledge sharing sessions, process trials at customer site and social media.

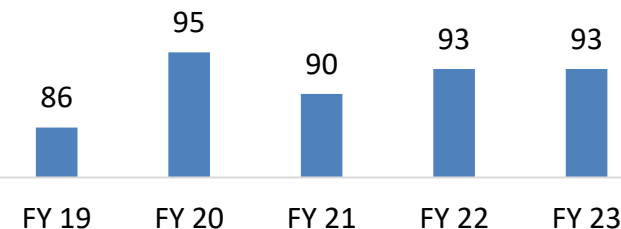
## Capacity Enhancement

1. Enlarged customer/market base to address enhanced volume from expansion
2. Logistics cost optimization through long term contracts, multi-modal transportation, nesting of pipes

### Customer Complaints – Nos Per LT



### Repeat Sales to Customers- Pig Iron (%)



### TML's Customer Satisfaction Index (Vs Competition)

Pig Iron – 1.32

DI Pipe - 1.45

# Investing in Creating a Motivated Workforce

## Talent

1. Strengthening Talent Pool by onboarding cadre recruits and functional specialists
2. Having a special focus on **Diversity and Inclusion** (Gender, AA and Academic Diversity)

## Development

1. Focused Talent Development Initiatives through capability development interventions like Go and See visits to Industry, Academia and Ecosystem Partners | acquiring necessary future skill sets by internal workforce
2. In-house Leadership Development Program for capability building



## Creating Motivated and Engaged Workforce

1. Innovation Fair to promote Ideation, Annual Sports Meet, Volunteerism
2. Gemba visits and Line walks by SLT
3. Reward & Recognition to promote improvements & good performances

## Culture

1. Promoting **Cross Functional Working** through programs like TPM, Process Improvement Projects, Integrated Improvement Program
2. Diversity, Equity and Inclusion sensitization sessions to develop an inclusive workforce



**Volunteering Hours – 7100+**



**“Great Place To Work”  
Employee Engagement  
Ratio- 9.5 :1**



**Diversity (Gender+  
AA+PWD) – 17%**

AA – Affirmative Action | TPM – Total Productive Maintenance | LBE – Leadership of Business Ethics

# Achieving Operational Excellence...



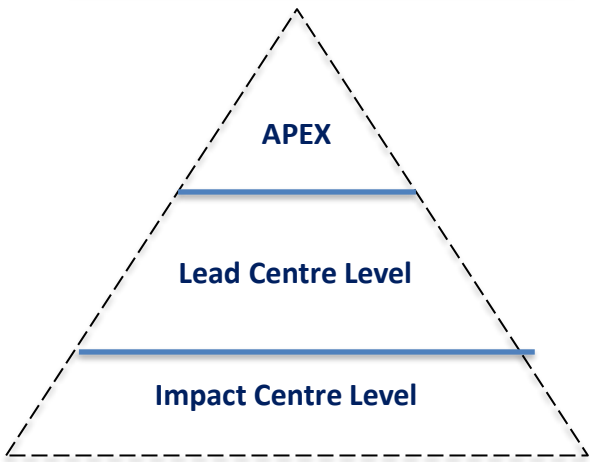


# Rejuvenating our Improvement Journey



Ideas Generated  
**~200+**

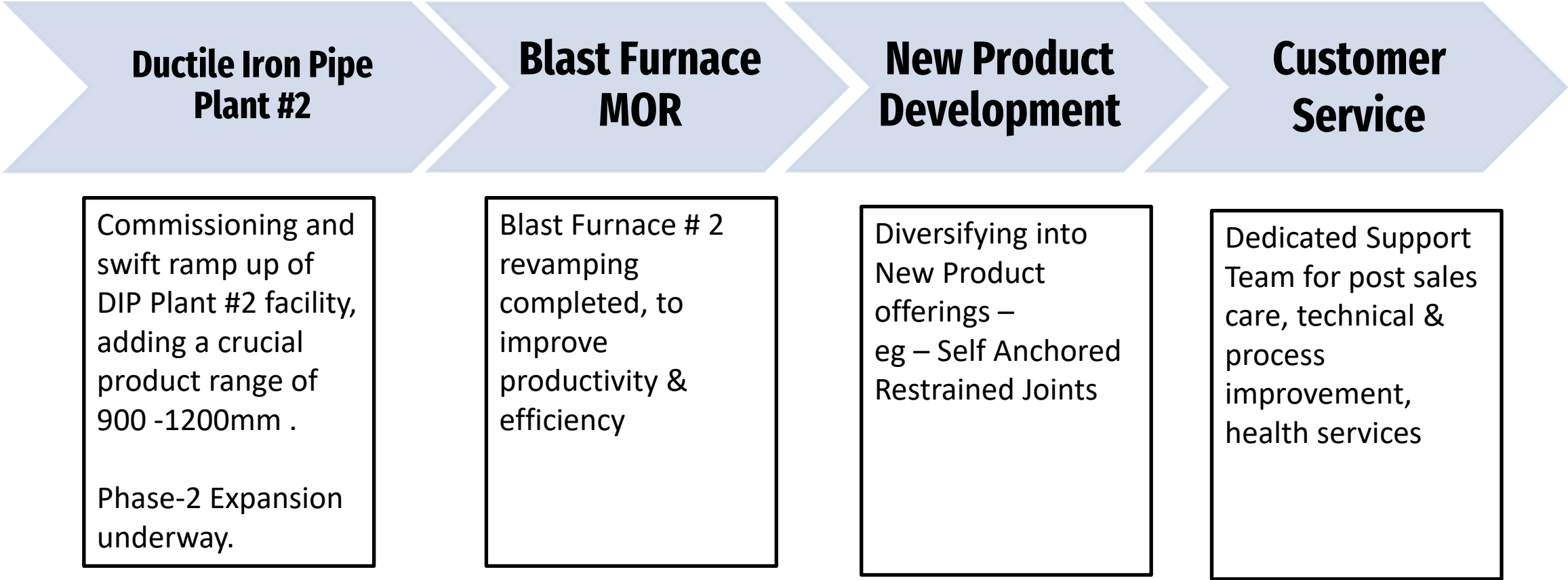
**Governance**



**Impact Centre Inauguration**

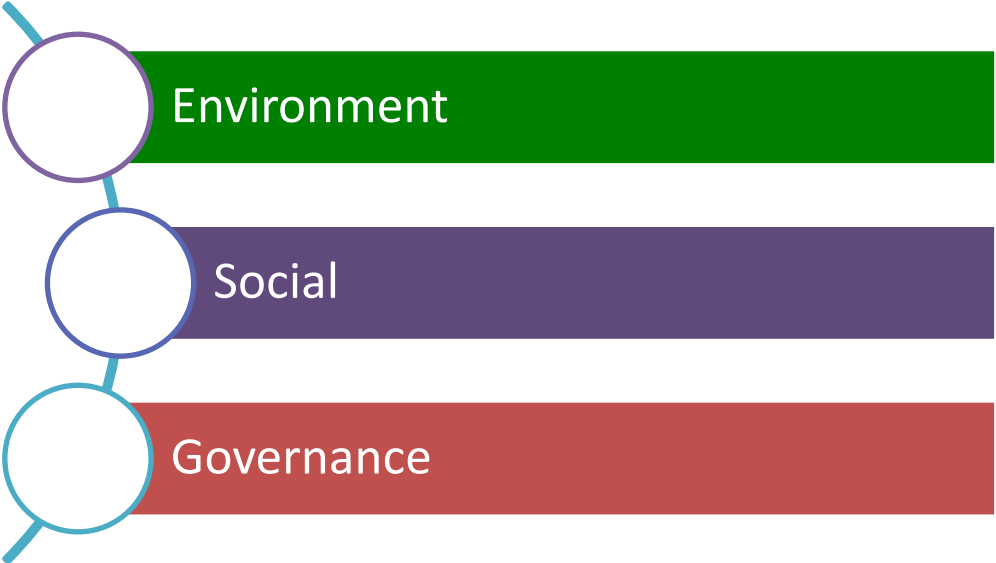


IIP – Integrated Improvement Program

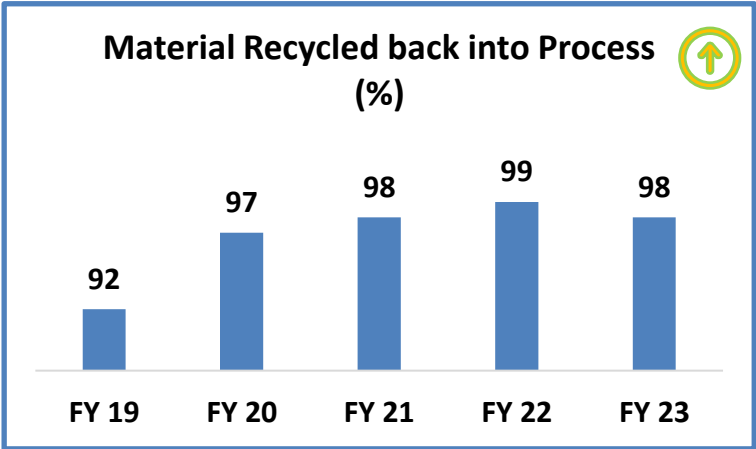
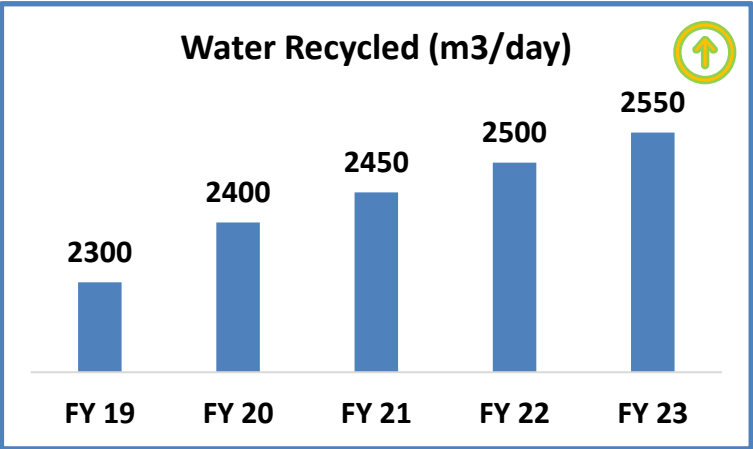
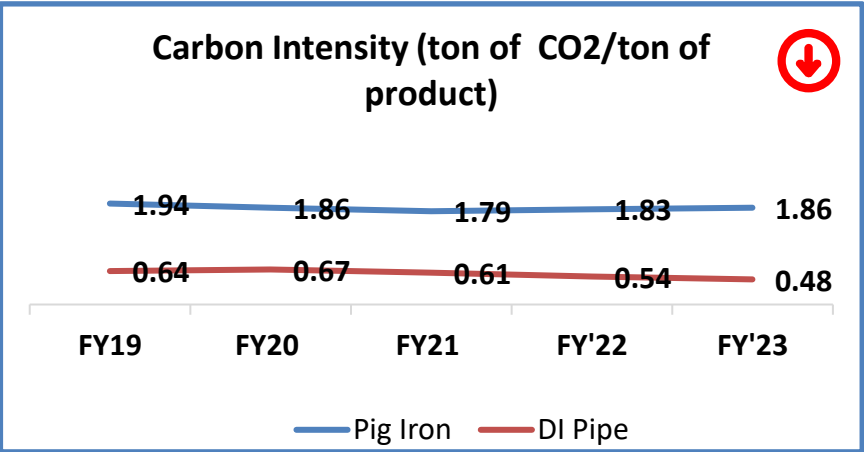


MOR – Maintenance, Overhaul and Repair





- We have made significant strides in our **sustainability journey** – achieving a four band improvement in our CDP climate change disclosure assessment; we have made technological investments for pollution control & monitoring and we have finalized our Decarbonisation Roadmap.
- We are undertaking various assessments and submissions like **CAP and GreenCo** and **engaging in proactive disclosures** such as Integrated Report and BRSR.







Touched ~45,000+ lives through flagship Education and Employability Programs in FY'23

EDUCATION

EMPLOYABILITY

ENTREPRENEURSHIP

EMPOWERMENT

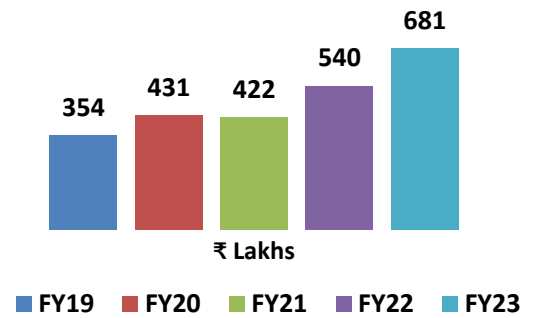
ESSENTIAL ENABLERS

ENVIRONMENT

55,000+  
Lives Impacted

164 Villages in  
Paschim Medinipur

₹ 2,428 Lakhs  
spent since FY'19



Addressing the socio-economic and environmental development needs

# Enriching Lives Through Our Impactful Interventions

Education

- TML 300 Schools project- to remove child labour from the community where we operate
- Coverage - 138 Schools | 4 Panchayats | 164 villages

Employability

- Tata Metaliks Skill Development Centre – to train the community in becoming employable

Entrepreneurship

- Promoting budding entrepreneurs to scale up ventures through vendor development programs .
- Straw Pillow Making
- Water Hyacinth based livelihood
- Mushroom cultivation

Empowerment

- Residential Effective Living and Leadership Training to empower individuals to take inspired initiatives and become community role models.

Essential Enablers

- Improving availability and accessibility of essential enablers like drinking water, sanitation, health check up camps etc.

Environment

- Improving green cover through plantation drives



## Tata Affirmative Action Assessment 2023

601 - 625

Double Band Leap





# We Celebrate Accomplishments



Inspire (May 12,2023)  
• Reward & Recognition for Officers



Samman ( May 19,2023 )  
• Reward & Recognition for Supervisors, Workers and Contract Workers



Coffee with Head Of Department



Shabashi Award



# In the Journey...We have been Recognized



Best in Class for Individual Es - Essential Enablers and Education Pillar and TAAP Recognition for Significant Adoption



Awarded “GreenCo Gold” in Green Co Assessment by CII – Sohrabji Godrej Green Business Centre



This is to certify that Tata Metaliks Ltd. has successfully completed the assessment conducted by Great Place to Work® Institute, India, and is certified as a great workplace.

This certificate is valid from Oct 2022 to Oct 2023.

Received “CAP Oriented Award” under the Climate Action Plan (CAP) assessment conducted by CII

Tata Affirmative Action Assessment



Four band jump in the Carbon Disclosure Project (CDP) Rating

Adjudged as the 2<sup>nd</sup> Runners-Up at CII Energy Conservation Awards

Declared Winner under the Listed Medium Category at the “Corporate Governance Recognition 2022” - organised by BCCI

