



TSLPL/SE/2022-23/18

May 3, 2022

The Secretary, Listing Department
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai 400 001
Scrip Code: 513010

The Manager – Listing Department
National Stock Exchange of India Limited
“Exchange Plaza”, 5th Floor, Plot No. C/1,
G Block, Bandra-Kurla Complex,
Bandra (East), Mumbai 400 051
Symbol: TATASTLLP

Dear Madam, Sir,

Sub: Results Presentation

Please find enclosed the results presentation for the financial quarter ended March 31, 2022.

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

The same is also available on the Company’s website www.tatasteellp.com

This is for your information and records.

Thanking you,

Yours faithfully,
Tata Steel Long Products Limited

Sankar Bhattacharya
Company Secretary and Compliance Officer

Encl. as above

TATASTEEL LONG PRODUCTS LIMITED
(Formerly Tata Sponge Iron Limited)

PO Joda Dist Keonjhar Odisha 758 034 India
Tel 91 6767 278178 Fax 278129 Email info@tatasteellp.com
CIN L27102OR1982PLC001091



TATA STEEL LONG PRODUCTS LIMITED

Results Presentation

Fourth quarter ended March 31, 2022

May 3, 2022

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.

Optimised product portfolio : Ramp up long products to drive high margin retail business

Neelchal Ispat Nigam Limited

- NINL Share purchase agreement completed; Transaction to close in 1QFY23
- Capacity to be expanded to 10 MTPA



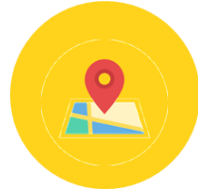
Steelmaking capacity of >1 million ton



Land Bank of 2,500 acres



Captive Iron ore mine ~100 mt reserves



Proximity to TSK to drive synergies

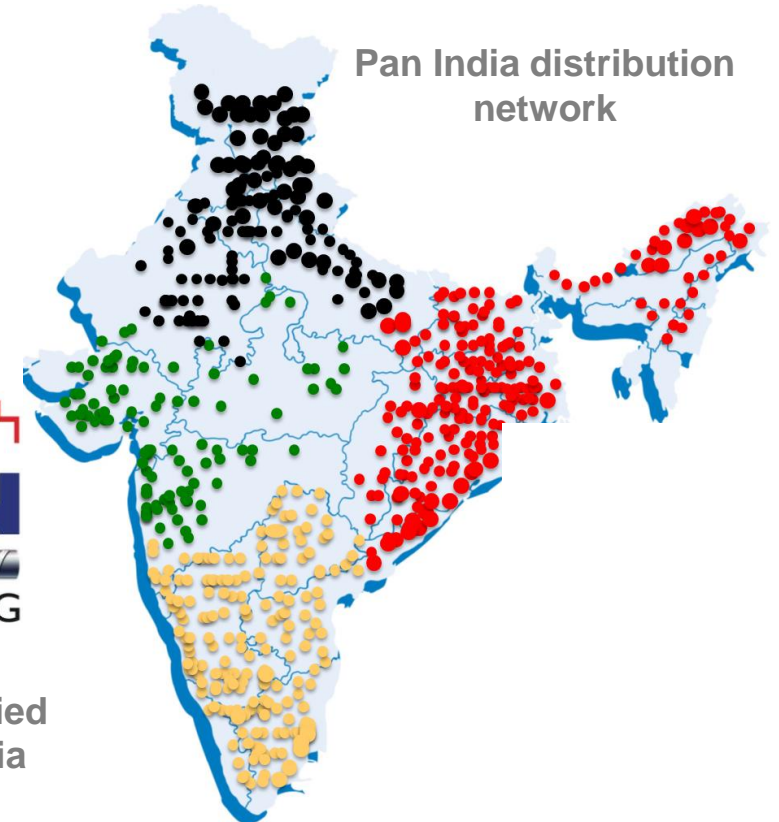
EAF

- First 0.75 MTPA EAF to be setup in the north, close to the scrap generating auto hub
- Modular expansion to South and West (India)

- Leverage strong portfolio of retail brands and extensive distribution network to drive scale and profitability
- Will benefit from significant pan India growth in infra & retail housing growth in semi urban India

TATA
TISCON
JOY OF BUILDING

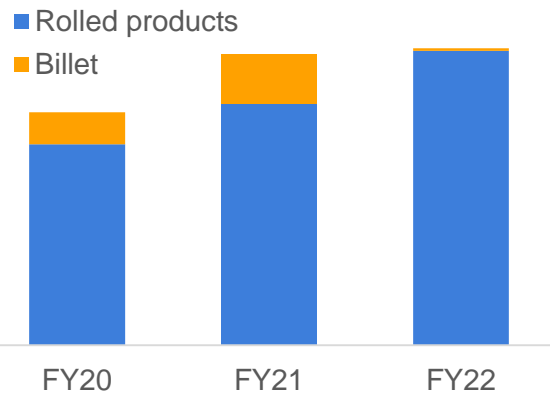
1st GreenPro certified rebar brand in India



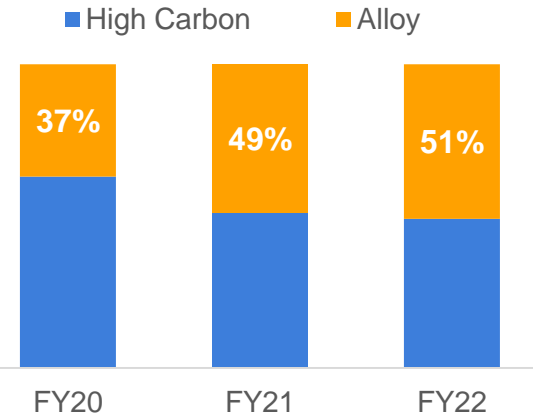
Tata Steel Long Products : Product mix enrichment to drive value maximisation

Enhancing presence in chosen segments

Increase in Rolled product sales



Wire rod sales mix enrichment



- Focus on high end products
 - Highest ever sales of rolled products, 22% YoY growth in the year
- Market leadership in chosen segments
 - Leading Market share in CV segment and component exports
- Diversifying customer base
 - Approvals from PV and 2W OEMs to expand presence
 - 40 new products developed during the year
 - New automotive customers in high end bearing and fasteners
- Cash rich DRI business
- Continued improvement journey to drive sustained savings

Note : CV – Commercial Vehicles, PV – Passenger Vehicles, OEM – Original Equipment Manufacturer

Tata Steel Long Products: Operating performance

<i>Consolidated financial statements</i> <i>(All figures are in Rs. Crores unless stated otherwise)</i>	4QFY22	3QFY22	4QFY21
Total revenue from operations	1,799	1,677	1,547
Raw material cost ¹	1,132	1,013	672
Change in inventories	(13)	(15)	(33)
Employee benefits expenses	54	58	50
Other expenses	462	370	359
EBITDA	177	255	506
EBITDA per ton (Rs.)²	11,186	15,526	29,439
EBITDA Margin (%)	9.8%	15.2%	32.7%
Reported PAT	60	104	340

1. Raw material cost includes raw material consumed, and purchases of finished and semi-finished products
2. EBITDA/Steel deliveries

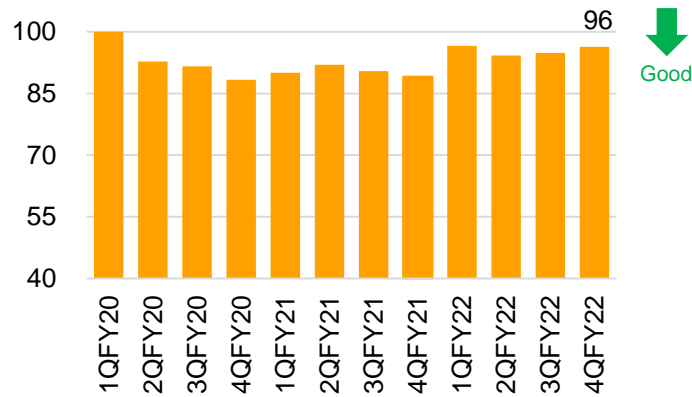
Key drivers for QoQ change:

- **Revenues:** increase driven primarily by higher DRI realisations and volumes; slight rise in steel prices
- **Raw material cost:** was driven by higher coal prices and higher DRI production
- **Change in inventories:** inventory value increased primarily with higher prices
- **Other expenses:** increased due to higher consumption of stores and spare parts and rise in fuel and power costs
- **Net debt:** increased to Rs.842 crores due to NCRPS. Excluding this, Net debt was nil by end of FY22

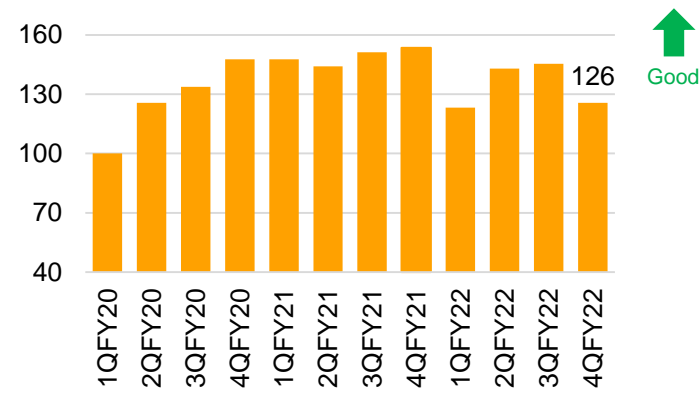
Tata Steel Long Products: Key operating parameters

(all figures are indexed; 1QFY20=100)

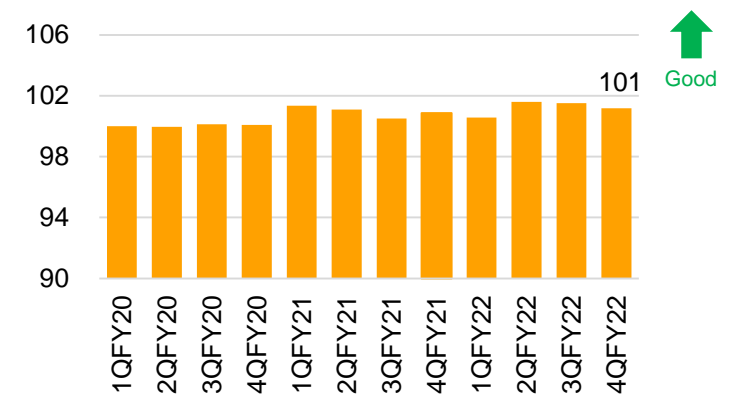
Coke rate¹



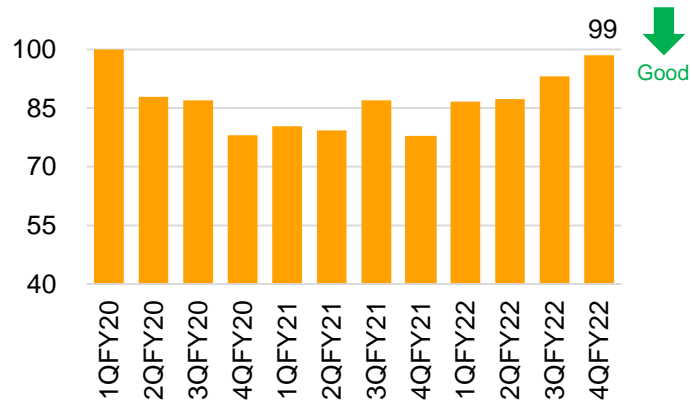
PCI rate¹



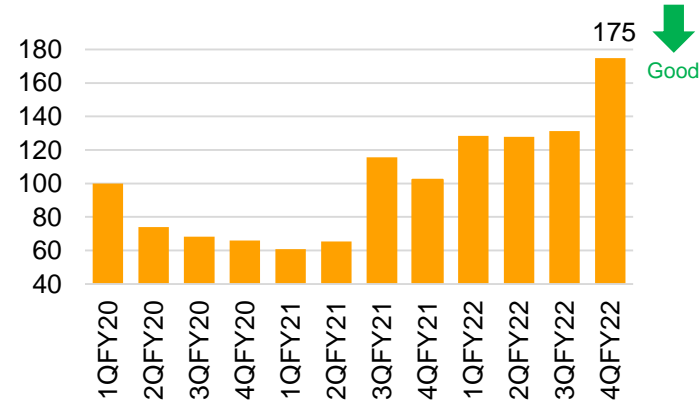
Crude Steel Yield²



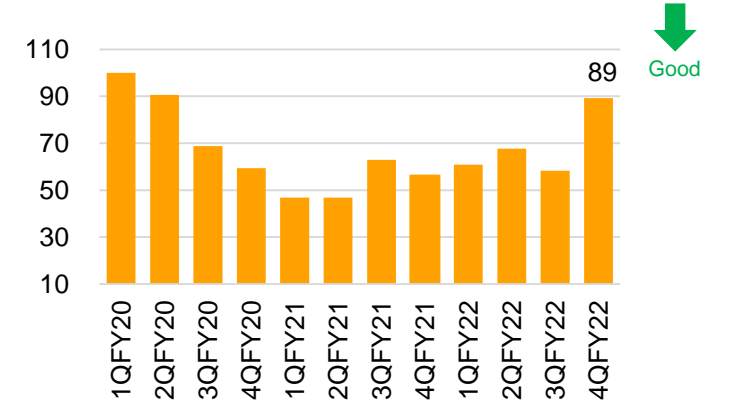
Power consumption³



Electrode consumption³



Oil consumption at Mill⁴



1. Increased due to lower hot metal production volume because of BF shutdown; 2. Maintained through smooth operation and more production despite BF disruption; 3. Increased due to higher arcing; 4. Increased due to lower availability of Blast Furnace gas on account of BF maintenance shutdown

THANK YOU