



TSLPL/SE/2021-22/82

November 11, 2021

**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 September 30, 2021.

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
(Formerly Tata Sponge Iron 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

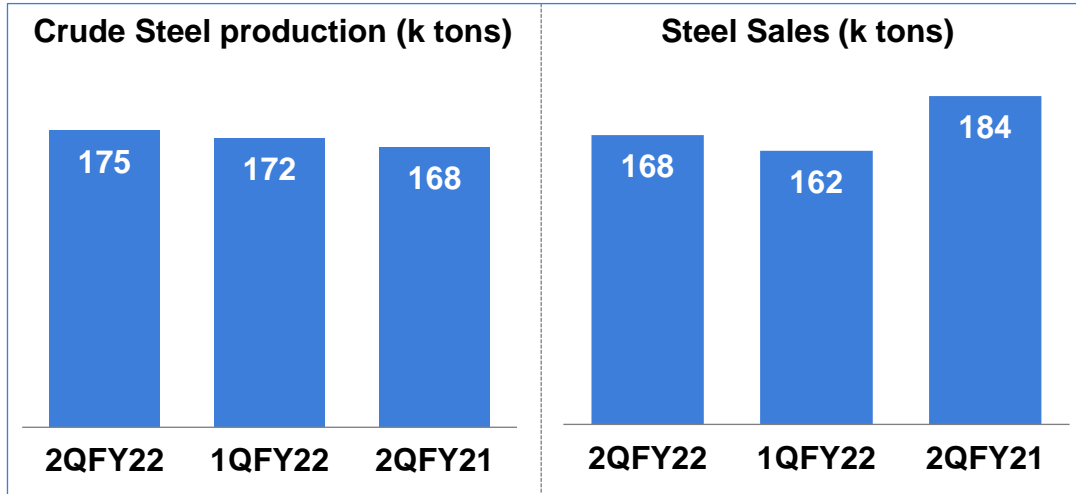
Financial Quarter ended September 30, 2021
November 11, 2021

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.

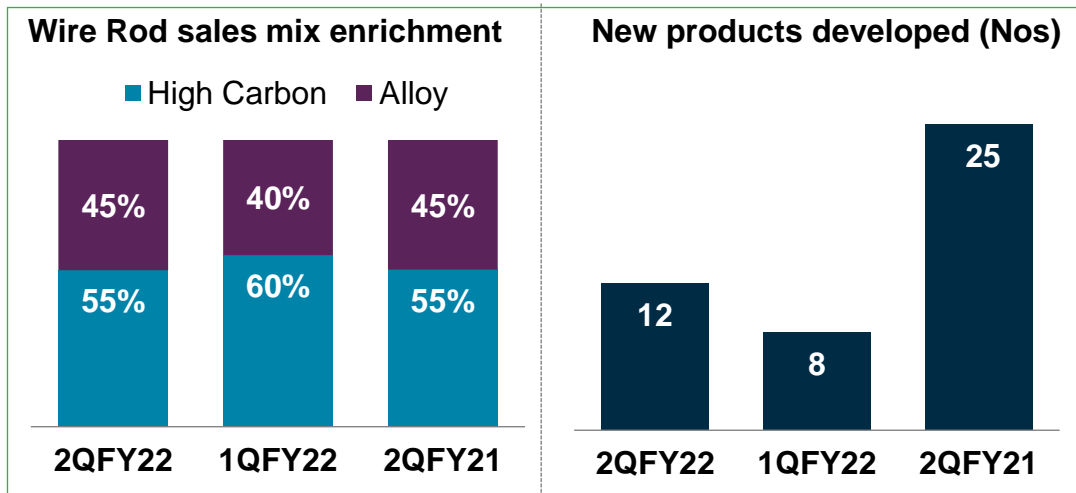
Robust operating results

Crude steel production and Steel sales volume increased on QoQ basis



- Steel production increased by 2% on QoQ and 4% on YoY basis despite planned maintenance shutdowns
- Steel sales volume increased by 4% QoQ basis with best ever quarterly sales of Rolled Products

Focus on product mix diversification and enrichment



- Best ever sales in Auto component exports segment with 17% QoQ growth
- Alloy Wire rod¹ improved on QoQ basis on new products development and demand picking-up after easing of the 2nd wave of COVID-19

1. Alloy wire rod includes niche segment of Low Carbon Wire Rod

New products developed driving import substitution and mix enrichment

PC300K – 11mm for Hi end LRPC grade for driving localization



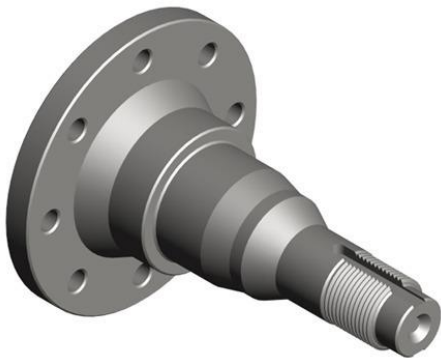
10B35/10B21/15B25 – Various Sizes for High Tensile Fasteners



SAE 9254 (IHT) / SRS60 – Various Sizes for Coil Spring Application



ASMn443H – 95 mm for Stub Axle



SCM420H – 45 mm for Gear Parts



Induction Hardened & tempered

Continue to deleverage with strong FCF generation

<i>Consolidated financial statements</i> <i>(All figures are in Rs. Crores unless stated otherwise)</i>	2QFY22	1QFY22	2QFY21
Total revenue from operations	1,637	1,688	1,186
Raw material cost ¹	1,032	752	577
Change in inventories	(47)	(23)	85
Employee benefits expenses	52	53	61
Other expenses	360	386	280
EBITDA	302	554	194
EBITDA per ton (Rs.)²	18,010	34,286	10,512
EBITDA Margin (%)	18.5%	32.9%	16.3%
Reported PAT	135	332	59

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

2. EBITDA/Steel deliveries

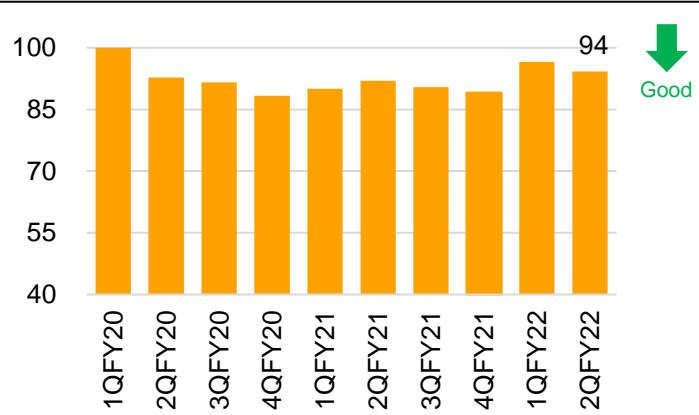
Key drivers for QoQ change:

- **Revenues:** increased with improved steel and DRI realisations; partially offset by lower DRI volume
- **Raw material cost:** increased primarily due to additional royalty provision on Iron ore for 1HFY22 amidst MMDR Amendment Act, 2021 and increased iron ore and coal prices
- **Change in inventories:** inventory value increased primarily with higher prices
- **Generated strong free cashflow:** of Rs.368 crores driven by stronger operating performance along with focus on working capital control
- **Continued deleveraging:** Net Debt declined to Rs.338 crores vs Rs.3,551 crores at the time of acquisition; Gearing improved to 0.11x in 2QFY22

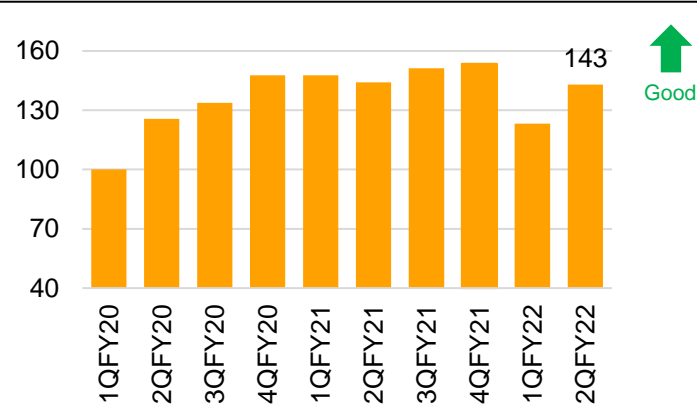
Consistent improvement in key operating parameters

(all figures are indexed; 1QFY20=100)

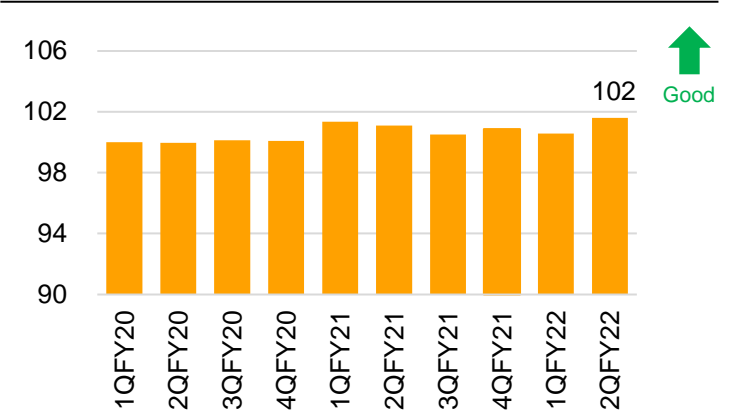
Coke rate¹



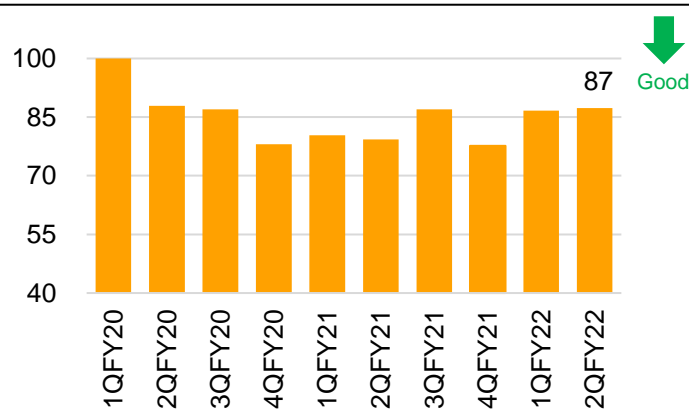
PCI rate



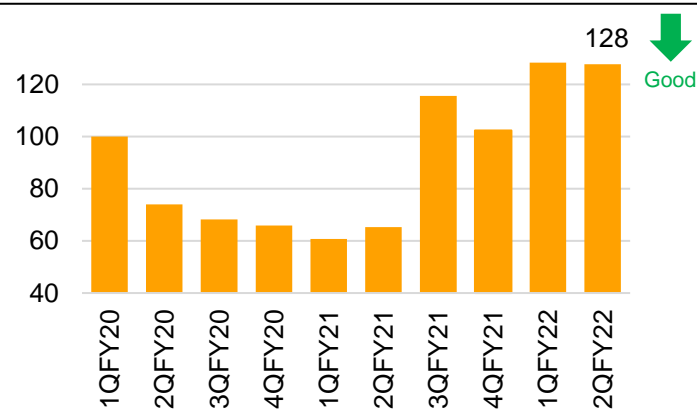
Crude Steel Yield



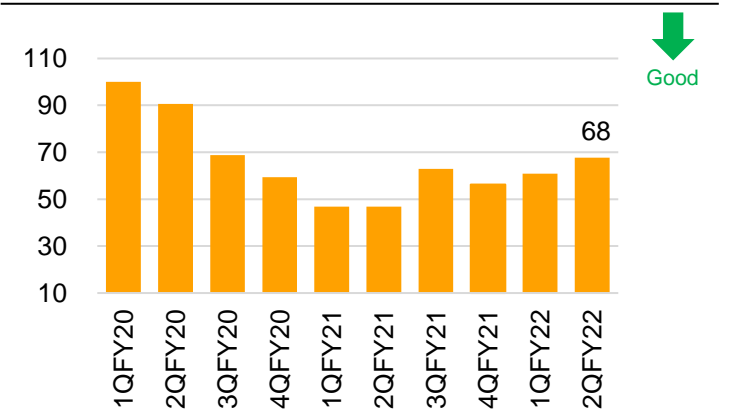
Power consumption



Electrode consumption²



Oil consumption at Mill³



1. Improved with improved Oxygen availability (Limited in 1QFY22 due to COVID lockdown); 2. Maintained through smooth operation and more production despite BF#2 disruption; 3. Increased due to lower availability of Blast Furnace gas on account BF#1 MSD.

THANK YOU