



TSLPL/SE/2021-22/110

February 4, 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 December 31, 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](http://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](mailto:info@tatasteellp.com)  
CIN L27102OR1982PLC001091



# **TATA STEEL LONG PRODUCTS LIMITED**

## **Results Presentation**

Third quarter ended December 31, 2021

February 4, 2022

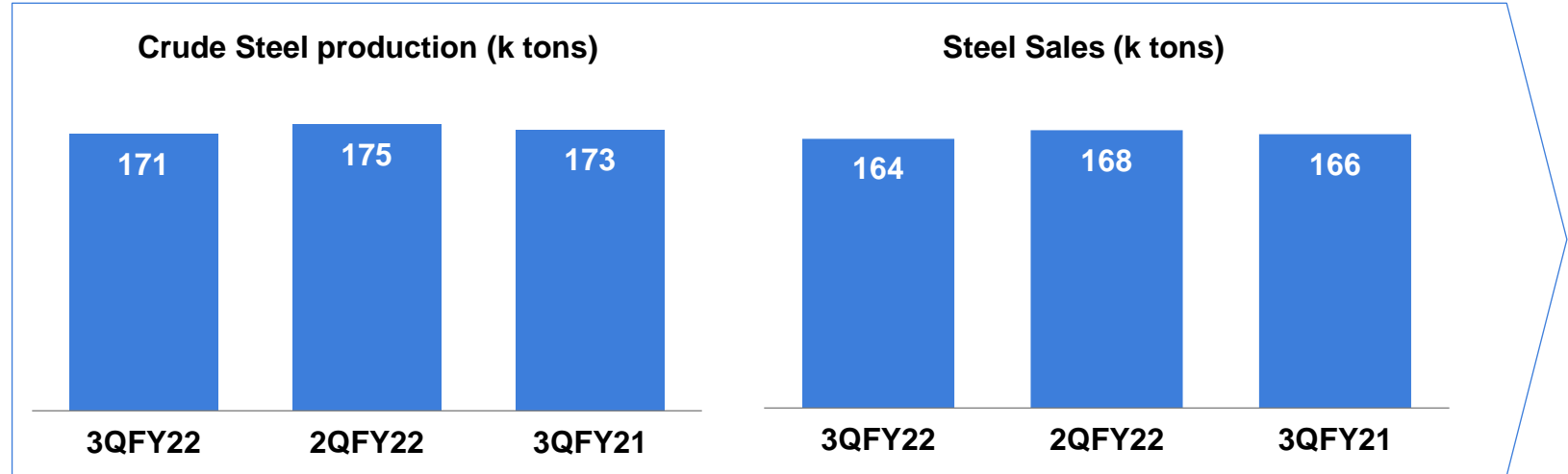
## Safe harbor statement

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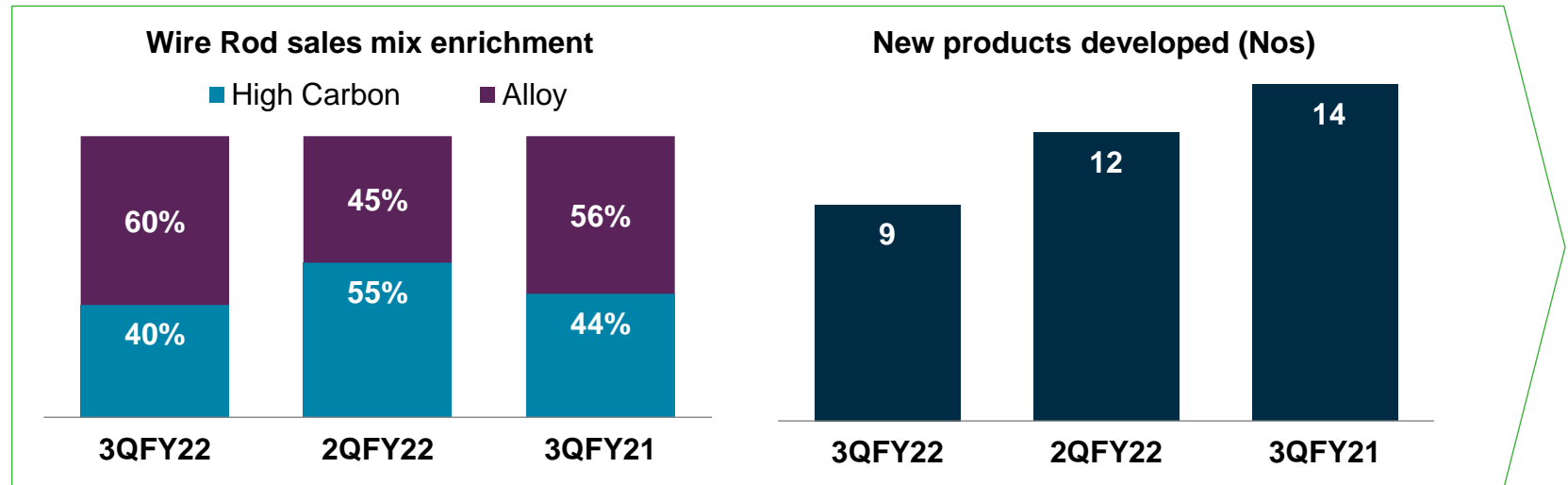
*Statements in this presentation describing the Company's performance may be "forward looking statements" within the meaning of applicable securities laws and regulations. Actual results may differ materially from those directly or indirectly expressed, inferred or implied. Important factors that could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

# Tata Steel Long Products – Consistent deliveries

Steel sales volume slightly lower on QoQ basis due to maintenance shutdown



Continued focus on product mix diversification & enrichment



Note : Alloy wire rod includes niche segment of Low Carbon Wire Rod

# New products development - Driving continuous mix enrichment and new approvals

**C60 – 5.50 mm** - Wire rod for Card Clothing Components. Strict control on inclusion, %P segregation



**25M0Cr4 – 45 and 75 mm** – Differential Gear and Pinion



**V2525-60 – 150 mm** diameter SL for Crown Wheel/Gear Drive application

**SAD 5124 – 120 mm** diameter SL for Ring Gear Application



**SAE 1035 – 120 mm** diameter SL for Plunger application in Oil and Gas Sector



**C38(M) – 125 mm** diameter SL for Crank Shaft Application



# Tata Steel Long Products: Strong operating cashflows drive reduction in net debt

<i>Consolidated financial statements</i> <i>(All figures are in Rs. Crores unless stated otherwise)</i>	3QFY22	2QFY22	3QFY21
<b>Total revenue from operations</b>	<b>1,677</b>	<b>1,637</b>	<b>1,364</b>
Raw material cost <sup>1</sup>	<b>1,013</b>	<b>1,032</b>	<b>549</b>
Change in inventories	(15)	(47)	1
Employee benefits expenses	58	52	56
Other expenses	370	360	347
<b>EBITDA</b>	<b>255</b>	<b>302</b>	<b>440</b>
<b>EBITDA per ton (Rs.)<sup>2</sup></b>	<b>15,526</b>	<b>18,010</b>	<b>26,471</b>
EBITDA Margin (%)	15.2%	18.5%	32.2%
<b>Reported PAT</b>	<b>104</b>	<b>135</b>	<b>304</b>

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

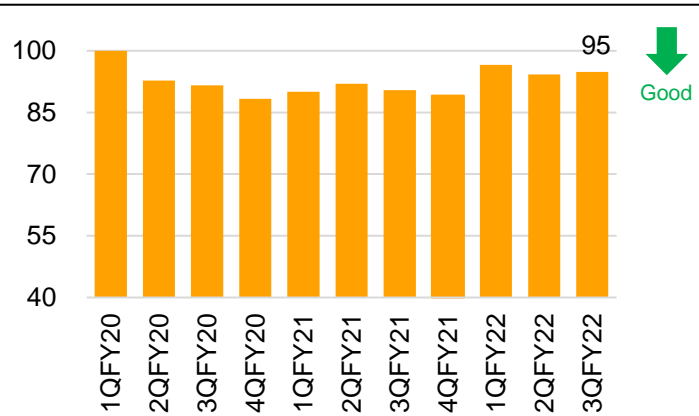
## Key drivers for QoQ change:

- **Revenues:** stable with improved steel and DRI realisations; partially offset by lower DRI volume
- **Raw material cost:** was driven by higher coal prices offset by decrease in iron ore purchase price and higher captive use. 2QFY22 had additional royalty provision on Iron ore for 1HFY22
- **Change in inventories:** inventory value increased primarily with higher prices
- **Generated strong free cashflow:** of Rs.253 crores driven by stronger operating performance along with focus on working capital
- **Continued deleveraging:** Net Debt declined to Rs.108 crores vs Rs.3,551 crores at the time of acquisition

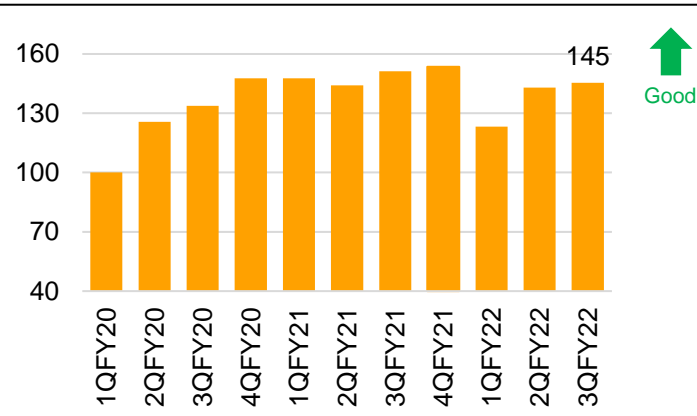
# Tata Steel Long Products: consistent improvement in key operating parameters

(all figures are indexed; 1QFY20=100)

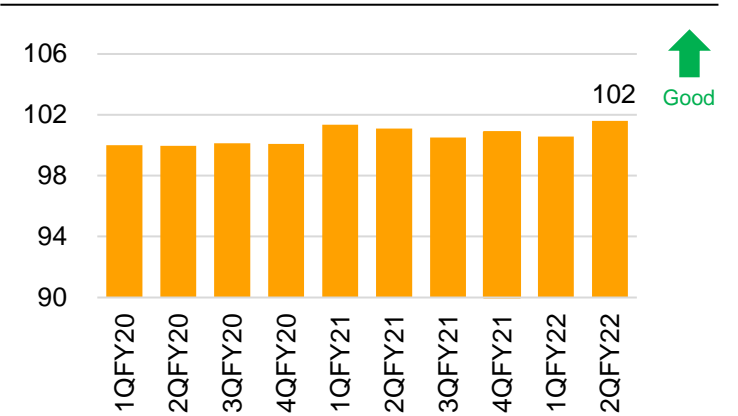
### Coke rate<sup>1</sup>



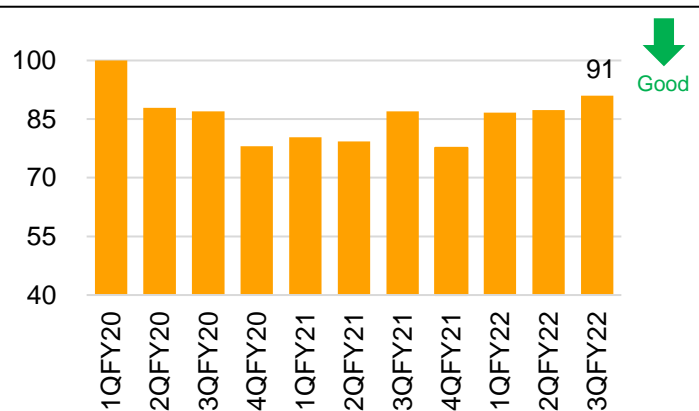
### PCI rate



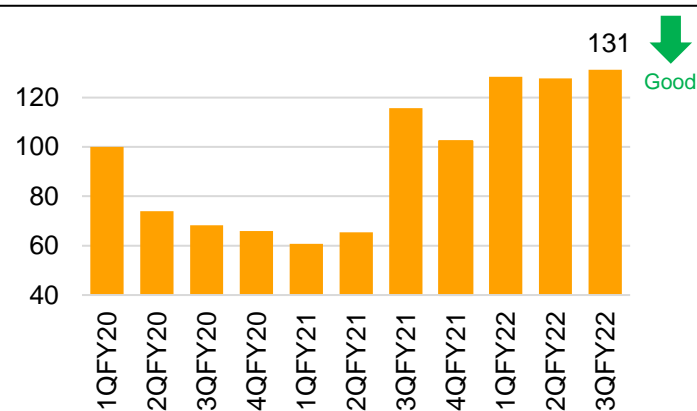
### Crude Steel Yield<sup>2</sup>



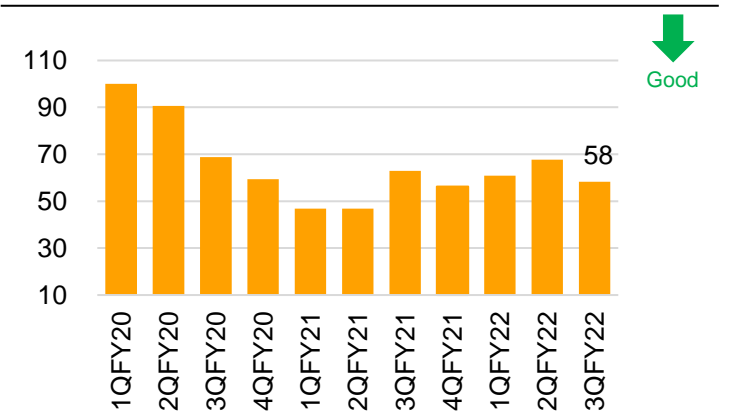
### Power consumption



### Electrode consumption<sup>3</sup>



### Oil consumption at Mill<sup>4</sup>



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 higher arcing; 4. Increased due to lower availability of Blast Furnace gas on account of BF#1 maintenance shutdown

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**THANK YOU**