



TSLPL/SE/2021-22/20

May 5, 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: Investor Presentation

Please find enclosed the investor presentation on the audited financial results of Tata Steel Long Products Limited for the quarter and year ended March 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

This is for your information and records.

Thanking you,

Yours faithfully,

For **Tata Steel Long Products Limited**
(Formerly Tata Sponge Iron Limited)

Sankar Bhattacharjee
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

Investor Presentation

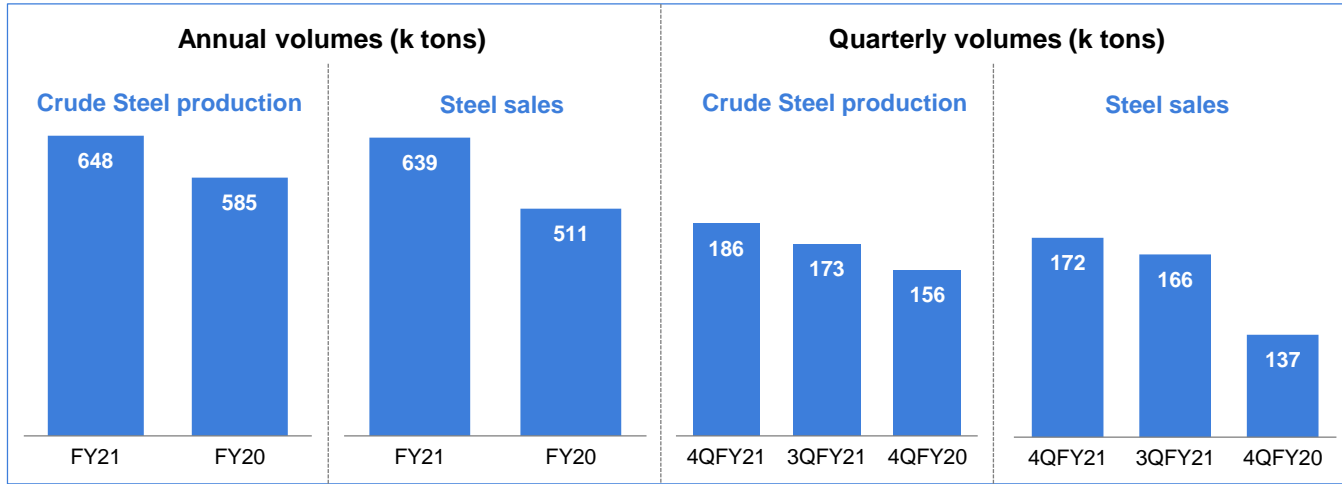
May 2021

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.

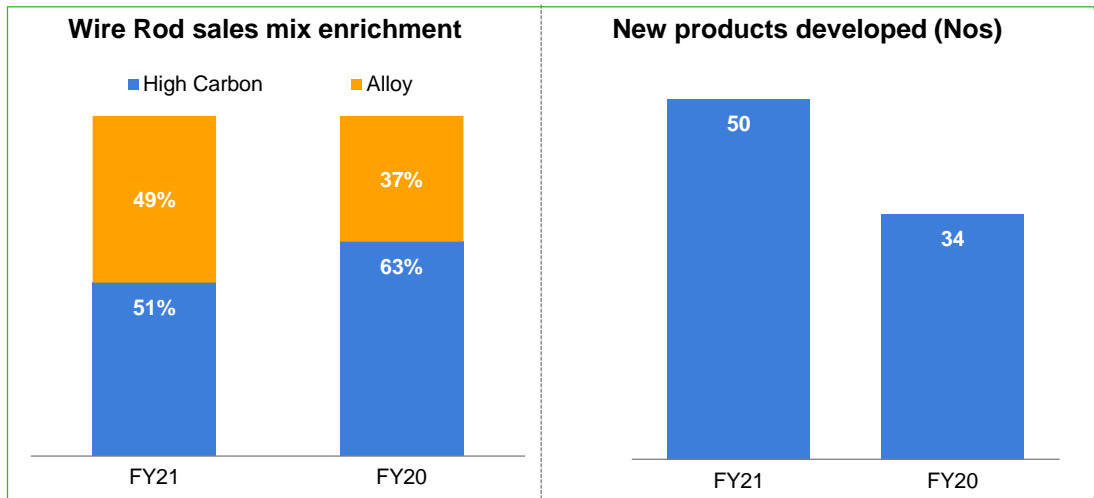
Tata Steel Long Products: Consistent improvement in operations and marketplace

Highest ever annual volumes despite COVID-19 driven disruptions



- Steel production grew on the back of debottlenecking at steel melting shop and arcing – improved 7%QoQ and 19%YoY in 4QFY21 while FY21 production increased 11%YoY
- Steel Sales volume grew with higher production and improved market conditions – improved 4%QoQ and 25%YoY in 4QFY21 while FY21 sales increased 25%YoY

Focus on product mix diversification and enrichment



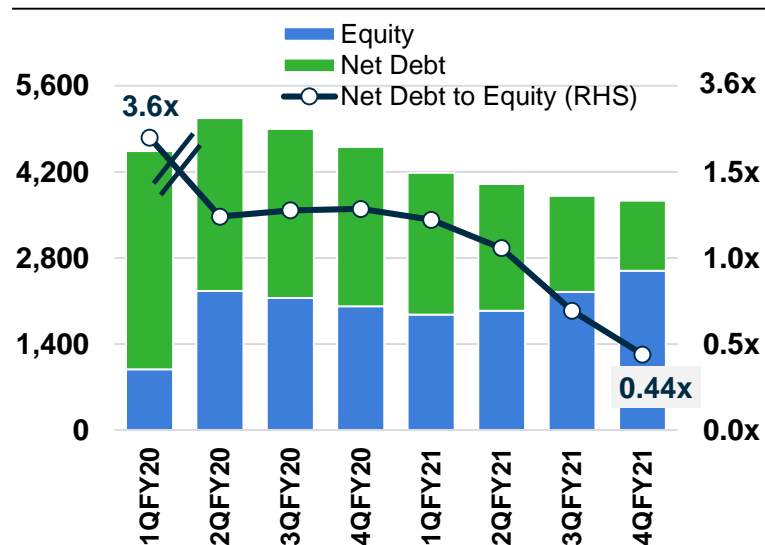
- Alloy Wire rod:** i) increased alloy Wire Rod mix to 49% in FY21 vs. 37% in FY20, ii) increased market share to 20% in FY21 vs. 12% in FY20; supported by increased share in 2Ws segment
- Increased focus on new product development to enrich mix and expand market
- Automotive segment:** i) domestic market share grew to 15% in FY21 vs. 12% in FY20; maintained leadership position in CV with 38% market share, iii) registered 2X growth in Auto component exports segment

Alloy wire rod includes niche segment of Low Carbon Wire Rod; 2W: Two Wheelers; CV: Commercial Vehicles

Tata Steel Long Products: Highest ever EBITDA; focussed on deleveraging

<i>Consolidated financial statements (All figures are in Rs. Crores unless stated otherwise)</i>	4QFY21	3QFY21	4QFY20	FY21	FY20
Total revenue from operations	1,547	1,364	1,008	4,750	3,490
Raw material cost	672	549	528	2,182	2,392
Change in inventories	-33	1	(22)	56	(210)
EBITDA	506	440	132	1,154	184
EBITDA per ton (Rs.)¹	29,439	26,471	9,632	18,057	3,603
EBITDA Margin (%)	32.7%	32.2%	13.1%	24.3%	5.3%
Reported PAT	340	304	(133)	572	(516)

Net Debt & Equity (Rs. crores)



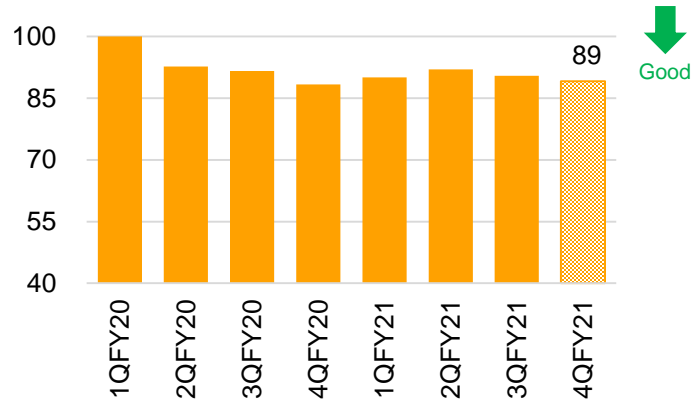
- Free Cashflow generation driven by stronger operating performance and focus on working capital control
- Sharp deleveraging with net debt reduced by Rs.422 crores in 4QFY21 and by Rs.1,452 crores in full year FY21
- Gearing improved to 0.44x within 2 years of acquisition

1. EBITDA/Steel deliveries

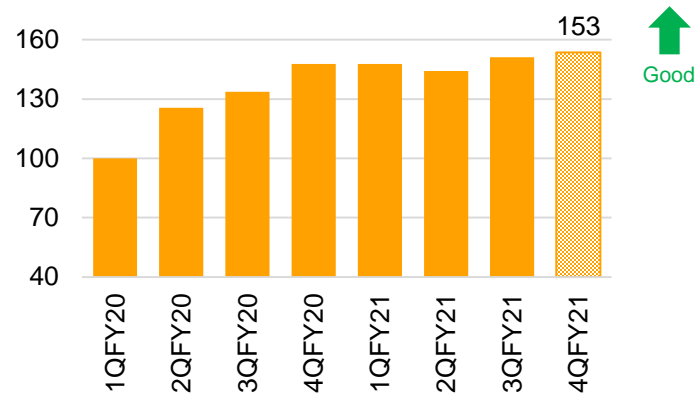
Consistent improvement in key operational parameters

(all figures are indexed; 1QFY20=100)

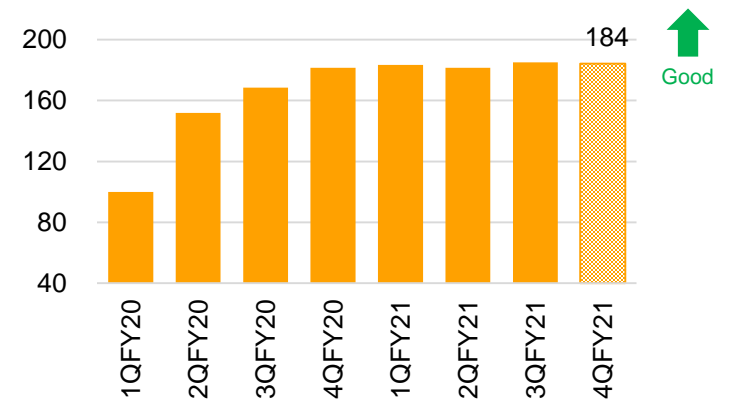
Coke rate (kg/thm)



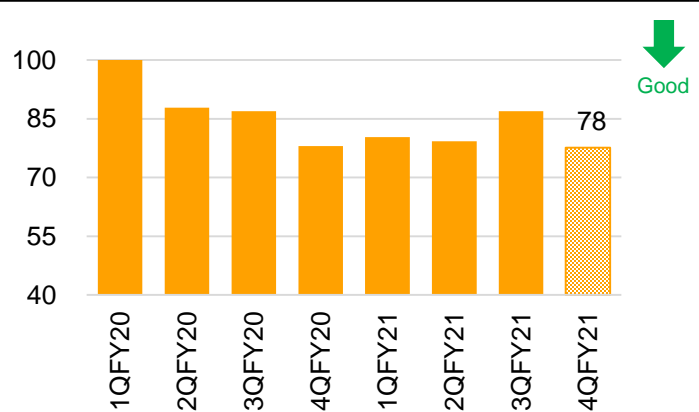
PCI rate (kg/thm)



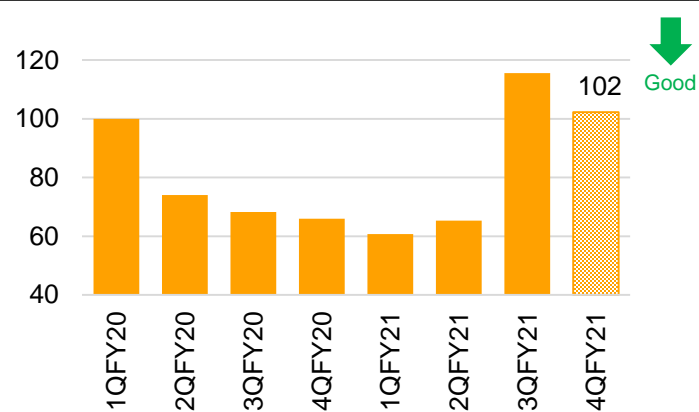
Raw Material handling through Rake (%)



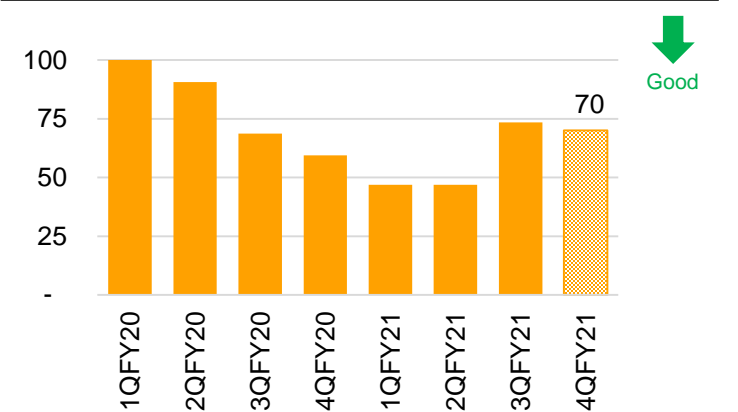
Power consumption (kwh/tcs)



Electrode consumption¹ (kg/tcs)



Oil consumption at Mill² (ltr/ts)



1. Increased due to Arcing in 3QFY21 and 4QFY21

2. Increased due to lower availability of Blast Furnace gas on account BF MSD/ interruptions during 3QFY21 and 4QFY21

Annexure – I: Tata Steel Long Products QoQ variations

Rs Crores	4QFY21	3QFY21	Key Reasons
Income from operations	1,547	1,364	Higher with improved steel and DRI realisations along with increased volume for both Steel and DRI
Raw materials consumed	672	549	Primarily due to higher production of steel and DRI and increased iron ore price, partially offset by lower coking coal prices
Changes in inventories	(33)	1	Primarily due to higher closing price of inventory
Employee benefits expenses	50	56	Primarily due to lower impact of actuarial valuation
Other expenses	360	347	Primarily due to increase in royalty on higher iron ore prices along with higher steel and DRI delivery volumes
Depreciation & amortisation	84	85	At par
Other income	15	36	3QFY21 included one off write-back with favourable judgement on entry tax litigation
Finance cost	46	57	Due to pre-payment of term loans
Exceptional Items	-	-	
Tax	43	(0)	Higher due to creation of Deferred tax liability
Other comprehensive income	4	1	At par

THANK YOU