



TSLPL/SE/2021-22/53

August 12, 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 ended June 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](http://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](mailto:info@tatasteellp.com)  
CIN L27102OR1982PLC001091



# **TATA STEEL LONG PRODUCTS LIMITED**

## **Investor Presentation**

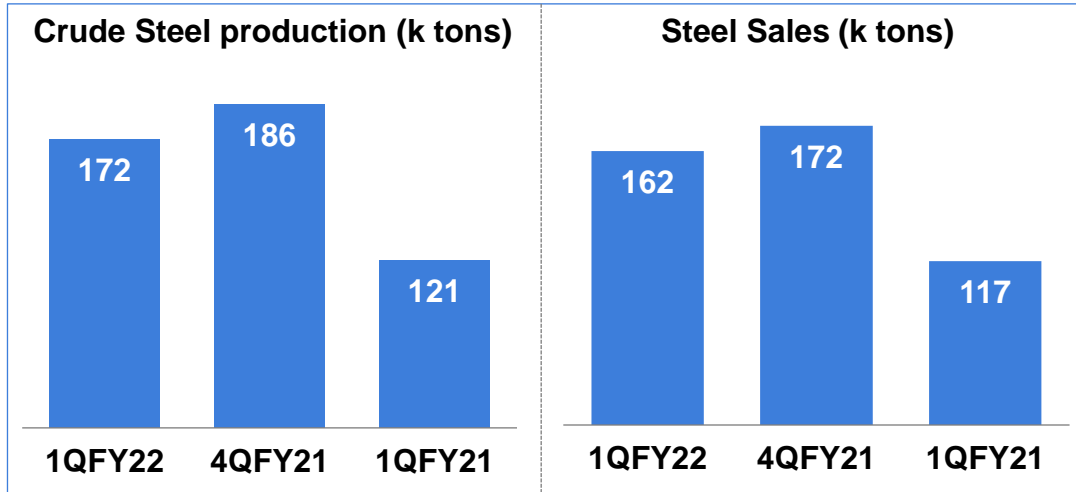
## Safe harbor statement

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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.*

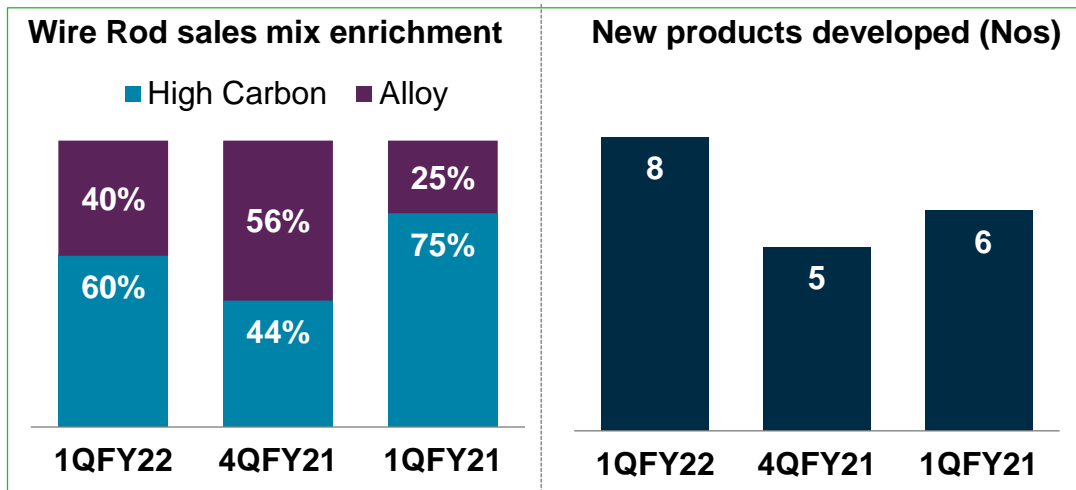
# Tata Steel Long Products: Consistent improvement in operations and marketplace

Crude steel production and Steel sales volume increased YoY



- Steel production declined on QoQ basis due to planned maintenance shutdowns and limited availability of Oxygen
- Steel sales volume declined on QoQ basis amidst the 2<sup>nd</sup> wave of COVID-19

Focus on product mix diversification and enrichment



- Maintained leadership position in CVs<sup>1</sup>
- Deliveries to Auto component exports segment grew 17% QoQ
- Alloy Wire rod<sup>2</sup> impacted on QoQ basis primarily due to lower offtake by Auto OEMs amidst the 2<sup>nd</sup> wave of COVID-19

1. Commercial Vehicles; 2. Alloy wire rod includes niche segment of Low Carbon Wire Rod

# New products developed across customer segments

**New Grade NLFCMnCr:** Environmental friendly (Pb Free) Free cutting steel. No hazards related to Pb contamination.



Diamond Collate



Spark Plug

**SL V2525-5 and SAE 4124M for Drive Gear :** New chemistry and New Jominy requirement designed



**WR SAE 9254 through IHT Route for Passenger vehicle (Auto):** Coil spring for suspension.



**SL 42CRMO4 for Stub Axle (Auto):**  
New application



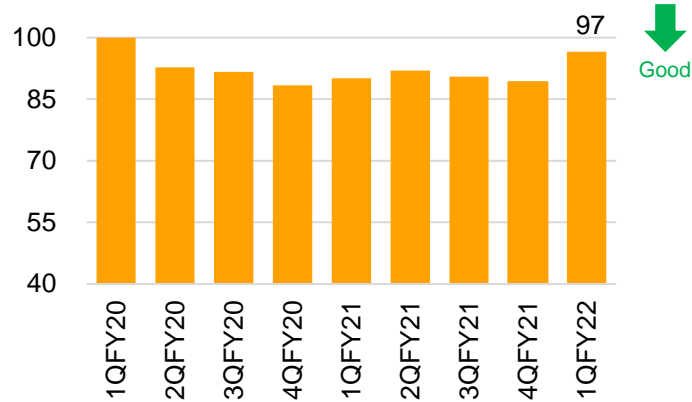
**SL 42CrMo4 for Tie Rod Arm (Auto CV):**  
New application



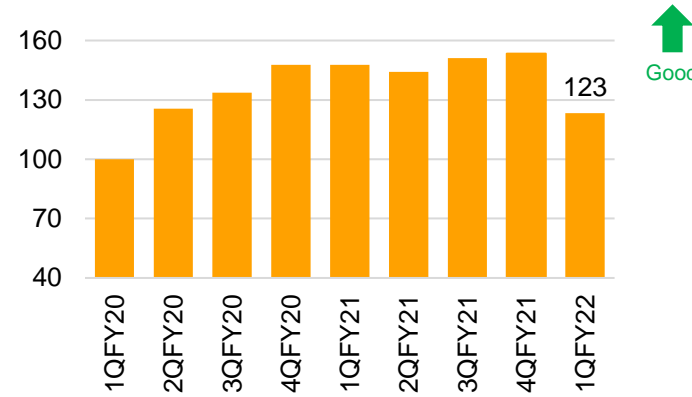
# Tata Steel Long Products: consistent improvement in key operating parameters

(all figures are indexed; 1QFY20=100)

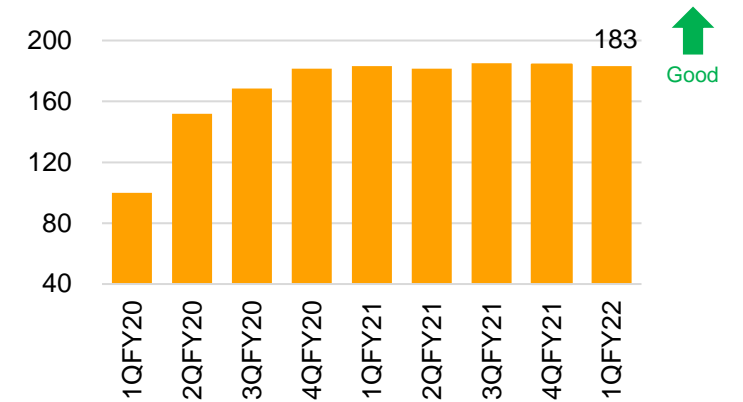
### Coke rate<sup>1</sup>



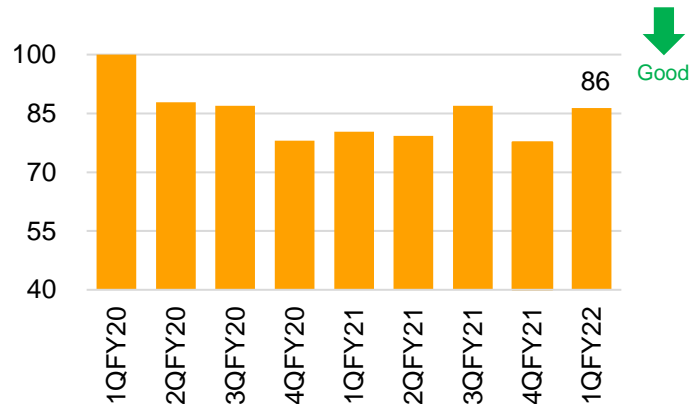
### PCI rate



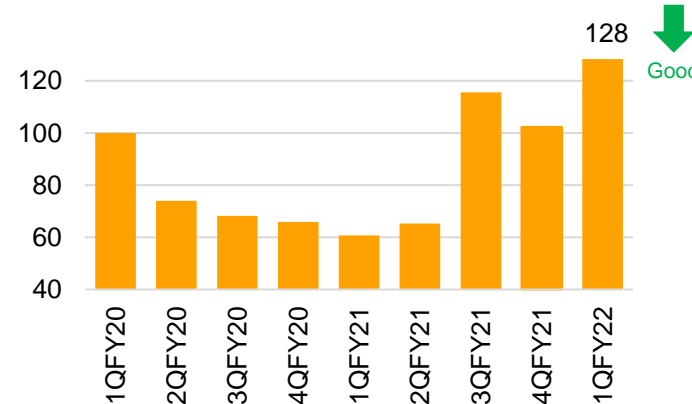
### Raw Material handling through Rake



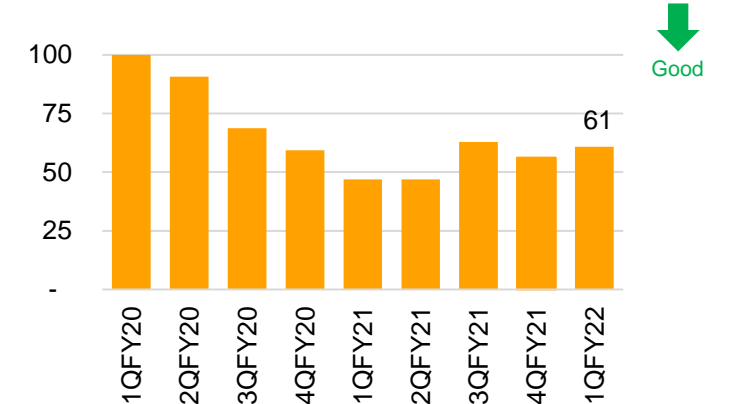
### Power consumption



### Electrode consumption<sup>2</sup>



### Oil consumption at Mill<sup>3</sup>



1. Increased due to MSD for refractory gunning and limited availability of Oxygen due to 2<sup>nd</sup> wave of COVID-19; 2. Increased due to Arcing; 3. Increased due to lower availability of Blast Furnace gas on account BF MSD.

# Tata Steel Long Products: Highest ever EBITDA; continue to deleverage with strong FCF generation

<i>Consolidated financial statements</i> <i>(All figures are in Rs. Crores unless stated otherwise)</i>	1QFY22	4QFY21	1QFY21
<b>Total revenue from operations</b>	<b>1,688</b>	<b>1,547</b>	<b>653</b>
Raw material cost <sup>1</sup>	<b>752</b>	<b>672</b>	<b>384</b>
Change in inventories	(23)	(33)	3
Employee benefits expenses	53	50	47
Other expenses	386	360	212
<b>EBITDA</b>	<b>554</b>	<b>506</b>	<b>15</b>
<b>EBITDA per ton (Rs.)<sup>2</sup></b>	<b>34,286</b>	<b>29,439</b>	<b>1,253</b>
EBITDA Margin (%)	32.9%	32.7%	2.2%
<b>Reported PAT</b>	<b>332</b>	<b>340</b>	<b>(131)</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:** increased with improved steel and DRI realisations, and higher volumes for DRI; partially offset by lower Steel volume
- **Raw material cost:** increased due to higher DRI production and increased iron ore and coal prices; lower availability of Oxygen also impacted adversely
- **Change in inventories:** inventory value increased primarily with higher prices
- **Other expenses:** increased primarily due to increase in power rates and higher repairs & maintenance cost with higher DRI production
- **Generated strong free cashflow:** of Rs.457 crores driven by stronger operating performance and focus on working capital control
- **Sharp deleveraging:** with reduction in Net Debt by Rs.456 crores; Gearing improved to 0.23x in 1QFY22 vs. 3.6x at the end of 1QFY20

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**THANK YOU**