



TSLPL/SE/2020-21/81

February 9, 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 the Company for the quarter and nine months ended December 31, 2020.

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

This is for your information and records.

Thanking you,

Yours faithfully,

For **Tata Steel Long Products Limited**

(Formerly Tata Sponge Iron Limited)

Sanjay Kasture

Company Secretary

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

February 2021

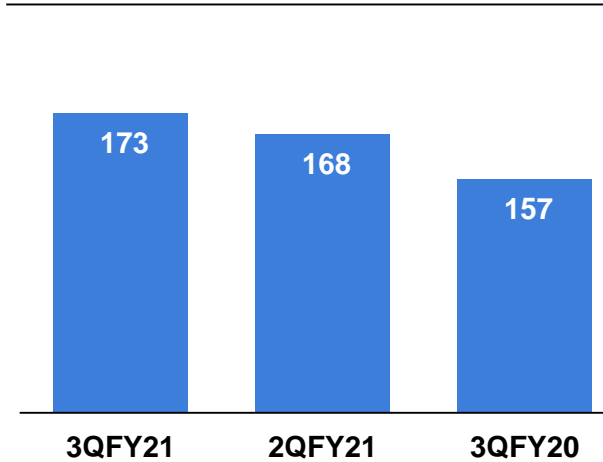
Safe harbor statement

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.

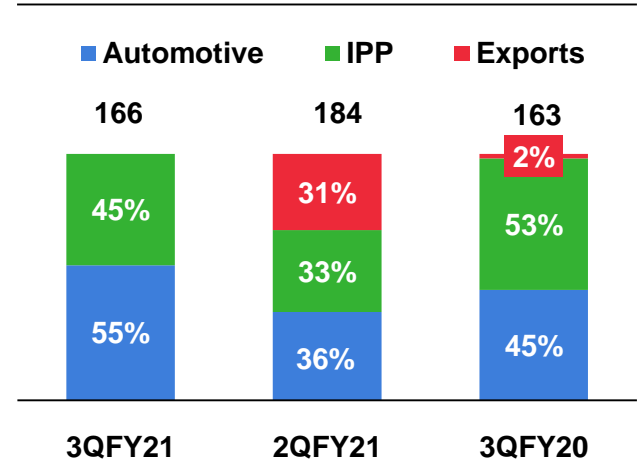
Steady improvement in operations and the marketplace

- Despite maintenance shutdowns, achieved the highest ever quarterly crude steel production with a growth of 3%QoQ and 10%YoY on the back of debottlenecking and arcing
- Steel deliveries were lower 10%QoQ as constrained by lower opening inventory but increased 3%YoY; achieved best-ever quarterly Rolled Product steel sales with 17%QoQ growth, Alloy Wire Rod sales was also the best-ever with a 26%QoQ growth
- Enhancing and diversifying presence in Automotive with the strong recovery in marketplace
 - Approval from key PV OEM
 - Approval from global OEM to ramp-up volume for component exports
 - Gained market share at both Automotive domestic level (17% in 3QFY21 vs. 14% in 2QFY21) and for Auto components exports market (20% in 3QFY21 vs. 18% in 2QFY21)
- Maintained presence with the strategic customers in Tractor segment

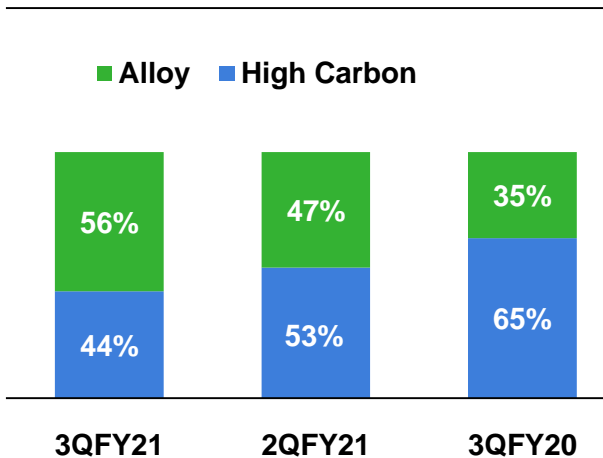
Crude Steel Production (K tons)



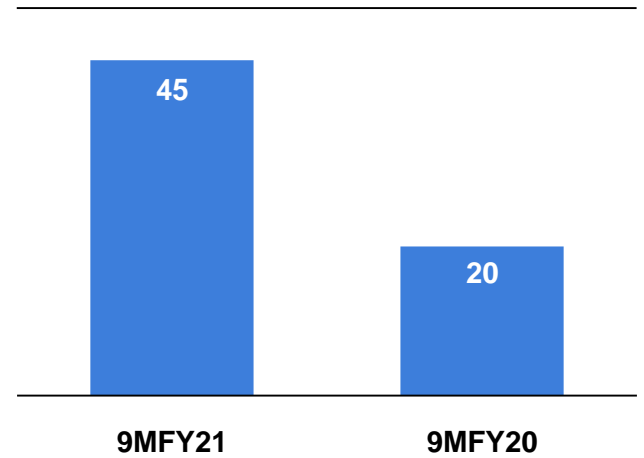
Steel deliveries (K tons)



Continued focus on mix enrichment (%)



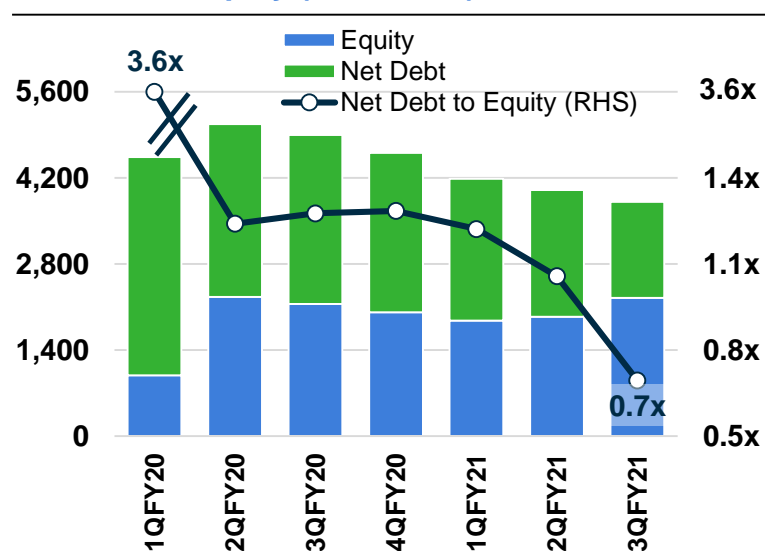
New products developed (Nos)



Consolidated Financial performance

(All figures are in Rs. Crores unless stated otherwise)	3QFY21	2QFY21	3QFY20
Total revenue from operations	1,364	1,186	999
Raw material cost	549	577	588
Change in inventories	1	85	63
EBITDA	440	194	36
EBITDA per ton (Rs.)¹	26,471	10,512	2,253
EBITDA Margin (%)	32.2%	16.4%	3.7%
Reported PAT	304	59	(112)

Net Debt & Equity (Rs. crores)



- Achieved highest ever EBITDA of Rs 440 crores and PAT of Rs.304 crores
- Free Cashflow generation driven by stronger operating performance and working capital release
- Reduced Net debt by Rs.495 crores in 3QFY21 including prepayment of ~Rs.199 crores
- Gearing improved sharply to 0.7x with ~Rs.1,250 crores net debt reduction over last 5 quarters

Strong operational turnaround and buoyant market drives deleveraging

1. EBITDA/Steel deliveries

Set to scale up with merger

- TSLP to transform into a high value added, diversified long product steel company
- Combination of mini, integrated steel plants to –
 - Drive scale and future growth
 - De-risk the business through diversification
 - Strengthen the balance sheet
 - Generate upstream operational synergies

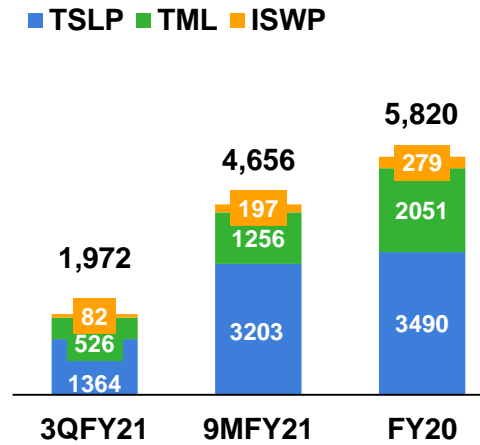
Tata Metaliks (TML): An established 200 KTPA ductile iron pipe company in high growth water infrastructure segment



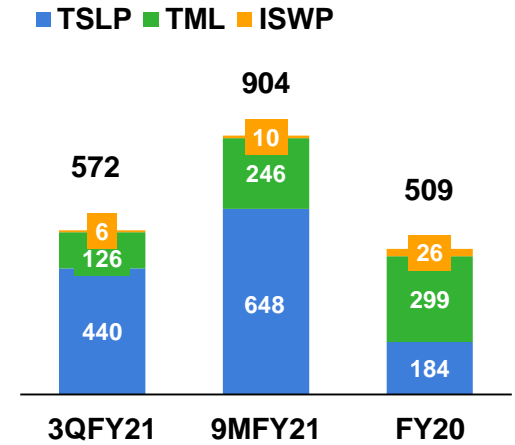
Indian Steel and Wire Products (ISWP): A downstream steel producer of nails, fasteners and welding products



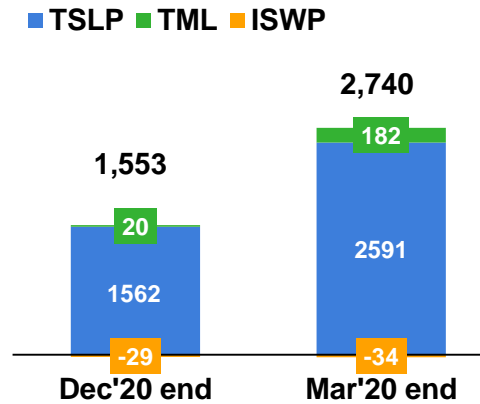
Revenue¹ (Rs. crores)



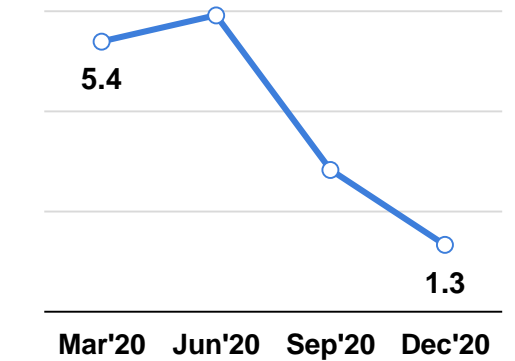
EBITDA¹ (Rs. crores)



Net Debt¹ (Rs. crores)



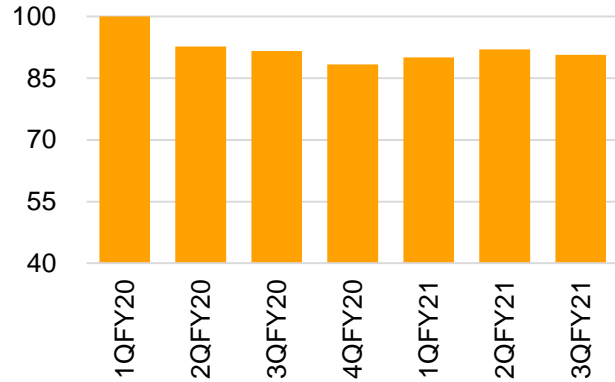
Net debt/ EBITDA¹ (x, LTM)



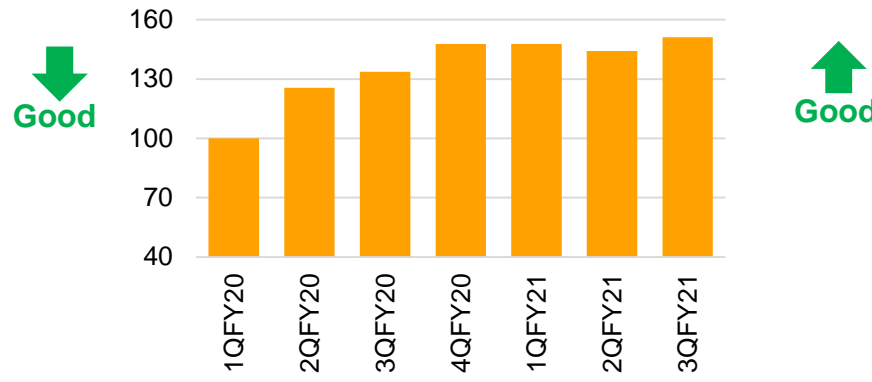
¹ All numbers are on proforma basis without any inter company eliminations

Consistent improvement in key operational parameters

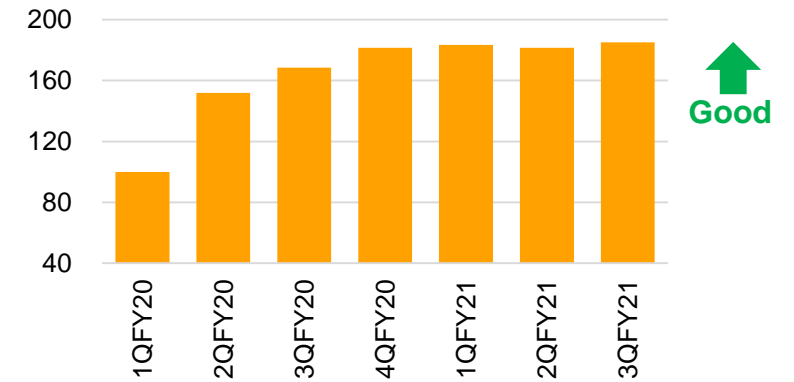
Coke rate (kg/thm, Indexed 1QFY20=100)



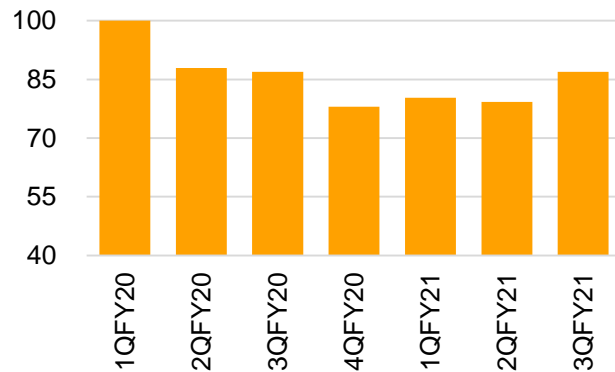
PCI rate (kg/thm, Indexed 1QFY20=100)



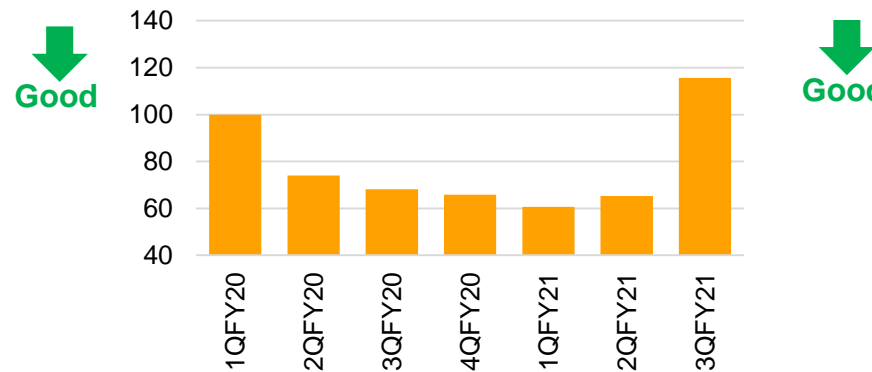
Raw Material handling through Rake (% Indexed 1QFY20=100)



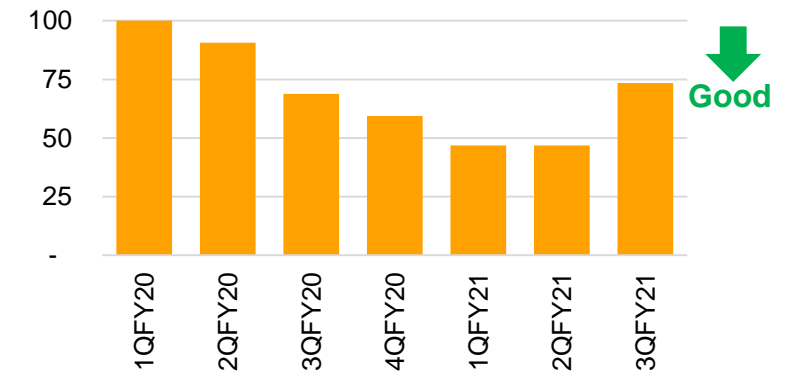
Power consumption¹ (kwh/tcs, Indexed 1QFY20=100)



Electrode consumption¹ (kg/tcs, Indexed 1QFY20=100)



Oil consumption at Mill² (ltr/ts, Indexed 1QFY20=100)



1. Increased due to Arcing
 2. Increased due to lower availability Blast Furnace gas amid maintenance shutdowns

Consolidated QoQ variations

Rs Crores	3QFY21	2QFY21	Key Reasons
Income from operations	1,364	1,186	Primarily due to higher steel and DRI realisations, improved mix and increased volume of pellet conversion for TSL; partially offset by lower Steel and DRI deliveries
Raw materials consumed	549	577	Primarily due to lower DRI production, increase captive iron ore usage and lower coal price, partially offset by higher Crude steel production
Changes in inventories	1	85	2QFY21 had impact of sharp inventory decline
Employee benefits expenses	56	61	Due to performance bonus provision in 2Q and actuarial assumptions
Other expenses	347	280	Primarily due to increase in Royalty on higher captive Iron Ore dispatches, improved product mix, and arcing
Depreciation & amortisation	85	79	At par
Other income	36	16	One off write-back with favourable judgement on entry tax litigation
Finance cost	57	63	Due to pre-payment of term loans and reduction in interest rate
Exceptional Items	-	-	
Tax	(0)	(1)	At par
Other comprehensive income	1	3	At par

THANK YOU