

GROWTH  
WITH PURPOSE

# Tata Steel Results Presentation

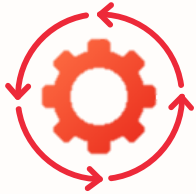
Financial quarter ended December 31, 2023

January 24, 2024

## Safe harbour 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**

# Structural trends are reshaping global steel industry dynamics over time



**China's transition to consumption led growth**



**Focus on Decarbonisation across sectors**



**Geopolitical events / conflicts**



**Technological progress over time**

Shaping dynamics in the near to long term

**Global Steel trade**

**Rise in protectionism**

**Heightened volatility**

**Productivity and competitiveness**

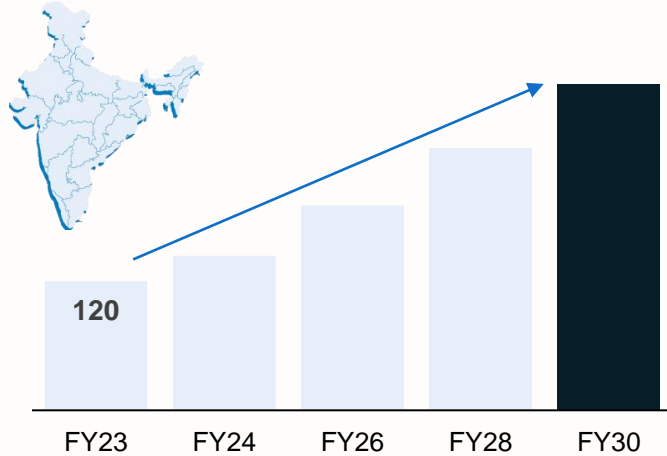
**Greening and Circularity**

**Increase in cost of operations**

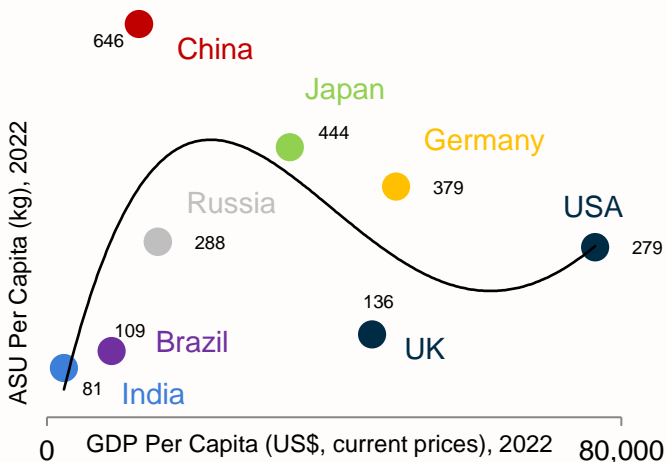
**Energy transition**

# India steel remains a bright spot aided by the economic growth cycle

India steel demand forecast (in mn tons)



Apparent steel use and GDP per capita



Urbanisation

Megacities

Connectivity



Capex cycle

National Infra plan (NIP)

Affordable housing etc.



Rise in living standards

Rise in Consumption

Evolving needs

Uptick in steel end use across segments



# Tata Steel is focused on creating sustainable value



**Leadership in Sustainability**



**Leadership in India**



**Robust financial health**



**Consolidate position as global cost leader**



**Leadership position in technology & digital**

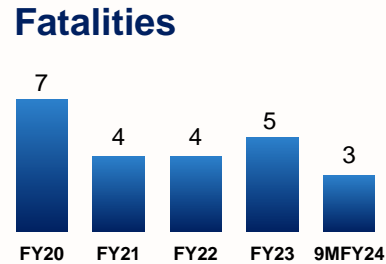
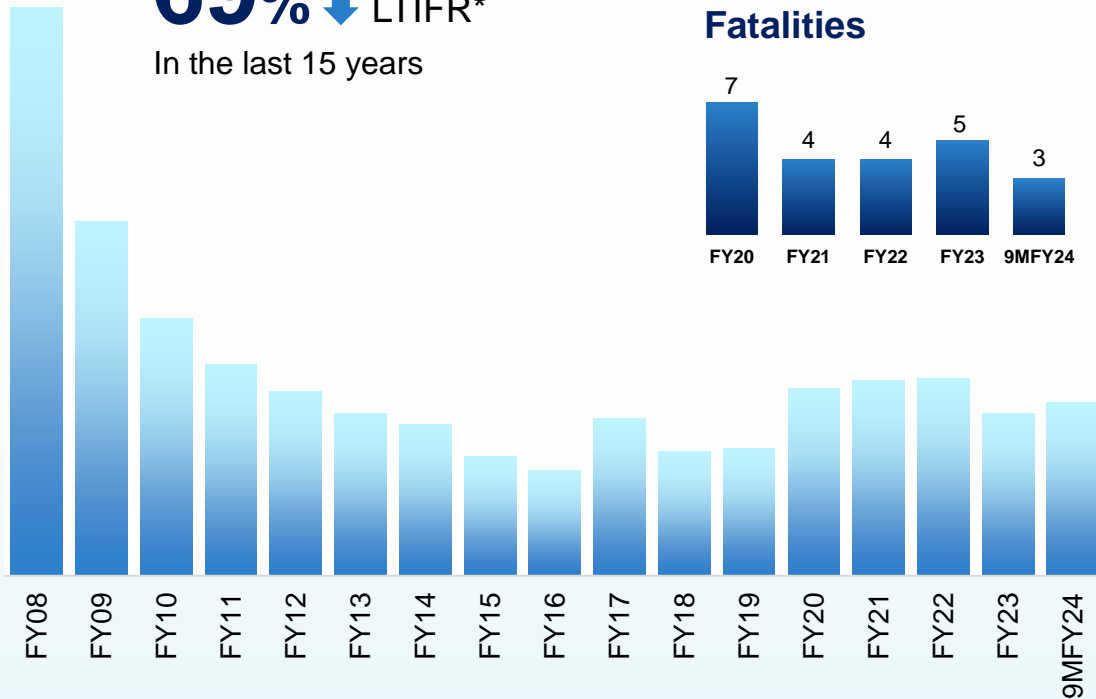


**Become future ready**

# We are committed to 'Zero harm'

## Journey towards excellence in Safety & Health of employees<sup>1</sup>

**69% ↓** LTIFR\*  
In the last 15 years



Safety workshops involving Senior Leadership



Control Room



- › Working committee for **'AI in Safety'** established to deploy best practices among Tata Group Companies. Gen AI based weekly alert for immediate action on high-risk observations
- › **Wellness portal & 2 apps** launched to provide one stop access to health & wellbeing initiatives and drive better coverage

\*Lost Time Injury Frequency Rate per million-man hours worked, for Tata Steel Group, Fatalities covers Tata Steel Standalone, SE Asia and Europe; TSML included from 1<sup>st</sup> Sep'23 and Tinplate Company of India Ltd (TCIL) and Tata Metaliks (TML) included from 1<sup>st</sup> Oct'23

# Improving quality of life of our communities

## Social capital and scalable change models to enable deep societal impact

**33 Lakh+**

Lives Impacted<sup>1</sup>

Rural & Urban Education

Structured learning for 7 lac+ children



**>Rs 1,600 crores** spent<sup>2</sup> since FY20

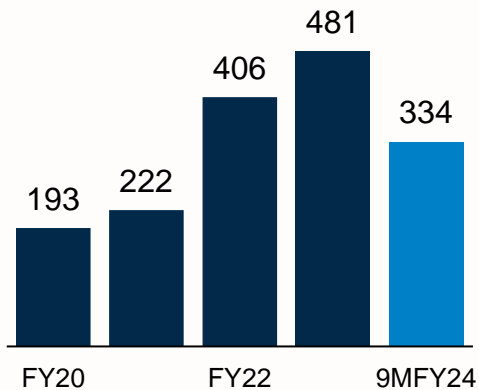
Tribal Identity

Samvaad'23 convened 2,700+ people from 150 tribes



Public Health & Nutrition

14,500+ high risk pregnant women prevented from maternal mortality



Grassroots Governance

Improved participation in Gram Sabha



Dignity for Disabled

10,000+ PwD impacted through initiatives

Water Resources

36.14 million cubic feet water storage capacity created



Gender & Youth Empowerment

2,600+ women trained in leadership



Climate resilient Livelihoods

13,000+ households adopted climate resilient agri practices

Grassroots Sports

8,400+ player trained in sporting activities



Public Infrastructure

250+ community structures created/renovated

<sup>1</sup> Cumulative as on 9MFY24; <sup>2</sup> CSR Spending by Tata Steel Standalone. 9MFY24 includes TSLP, TCIL and TML spend



# Aligned with the UN SDG framework to ensure a better future

68 targets have been prioritised across 15 UN SDGs

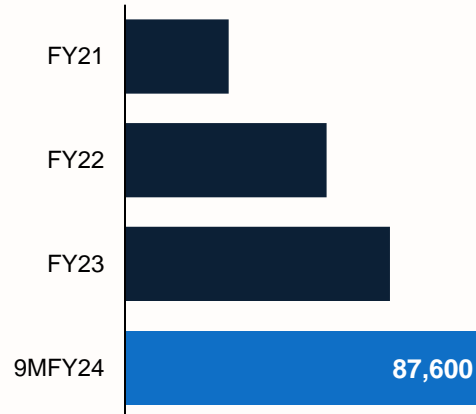


**1 NO POVERTY** **Relevant Targets 3 / 7**



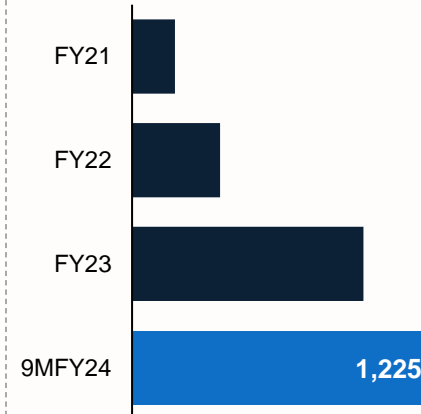
## Agriculture and allied activities

Households covered via improved agricultural practices (nos.)



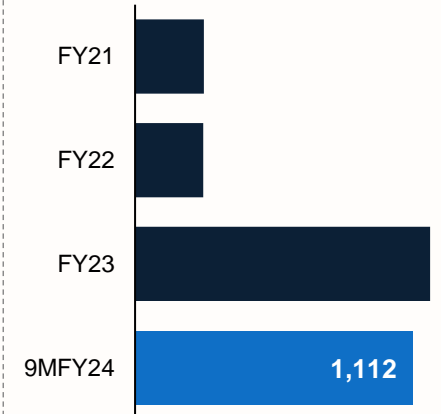
## Skill development

Youth skilled and gainfully engaged through various courses (nos.)



## Community enterprises

Women engaged in micro-enterprises (nos.)



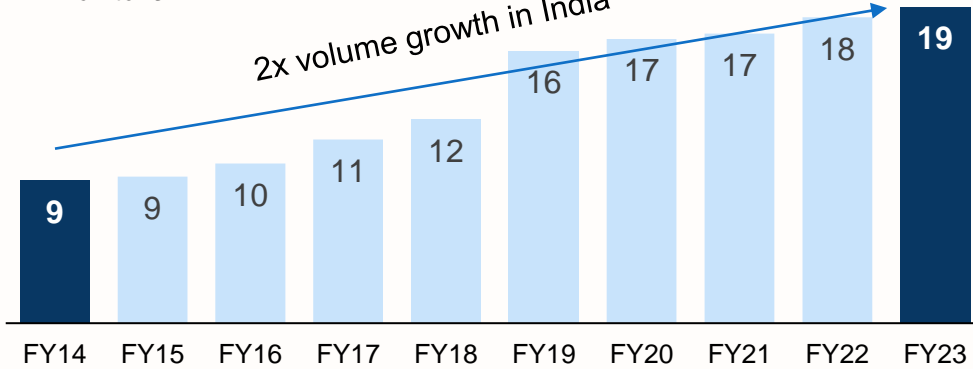


# Our Journey so far...

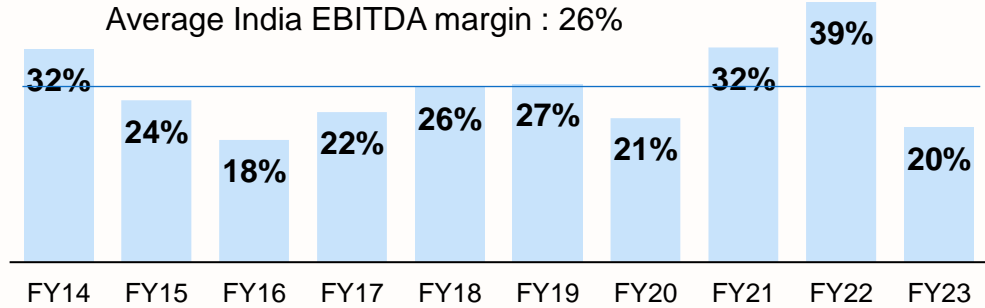
## Consistent growth at India operations...

in million tons

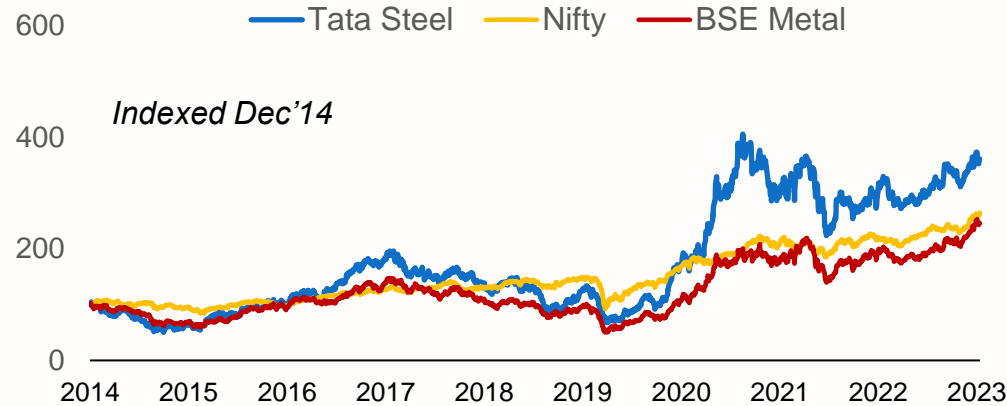
2x volume growth in India



## ...with industry leading profitability

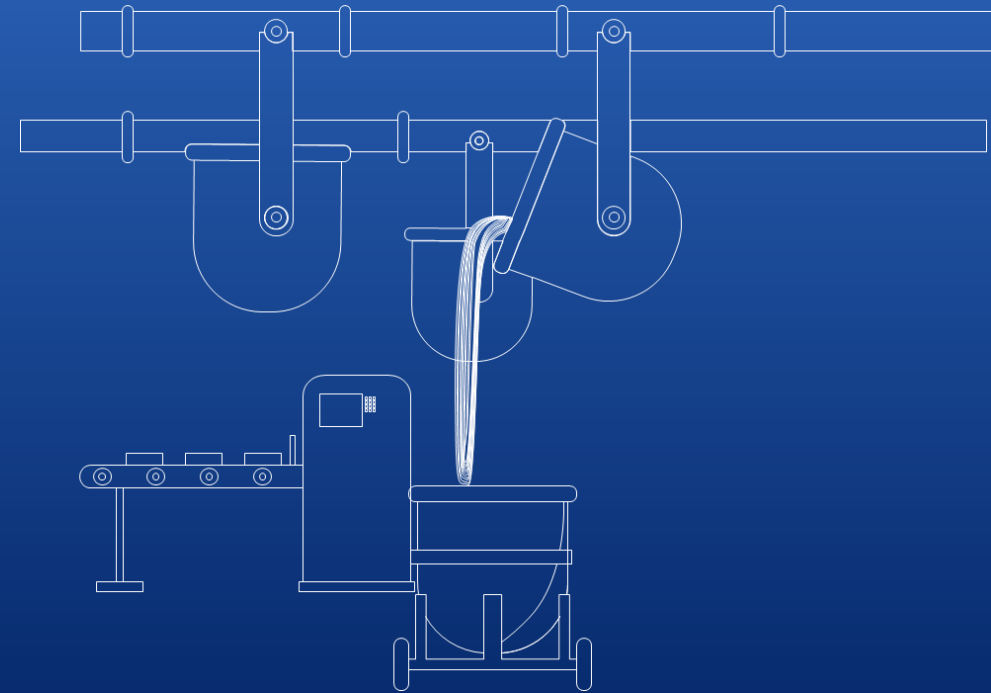


## Share price performance above benchmark



Source : Bloomberg, Prices as of 12<sup>th</sup> Jan 2024

# Business update



Tata Steel Meramandali received ResponsibleSteel™ certification

# Sustainability is at the core of our strategy

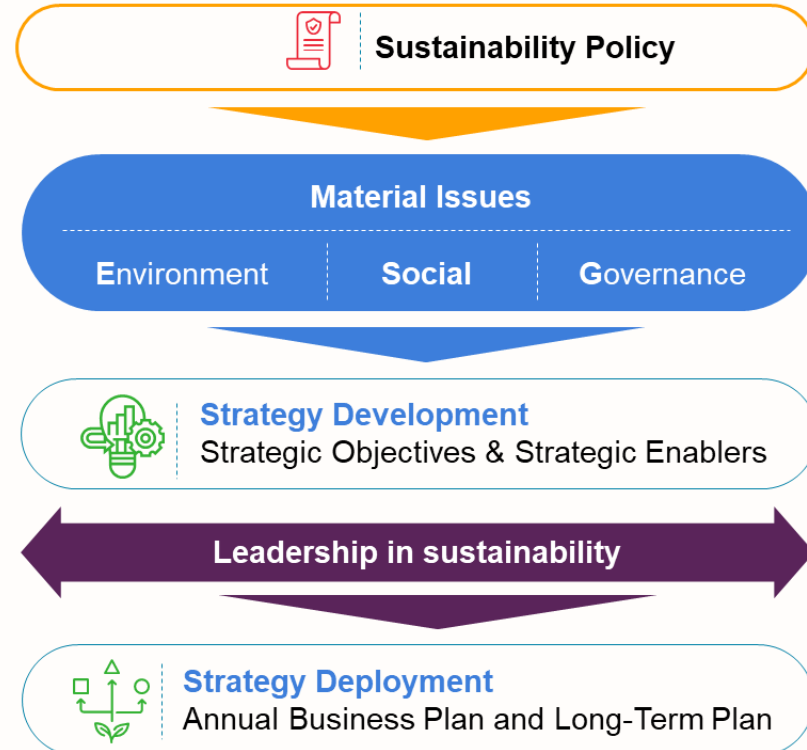
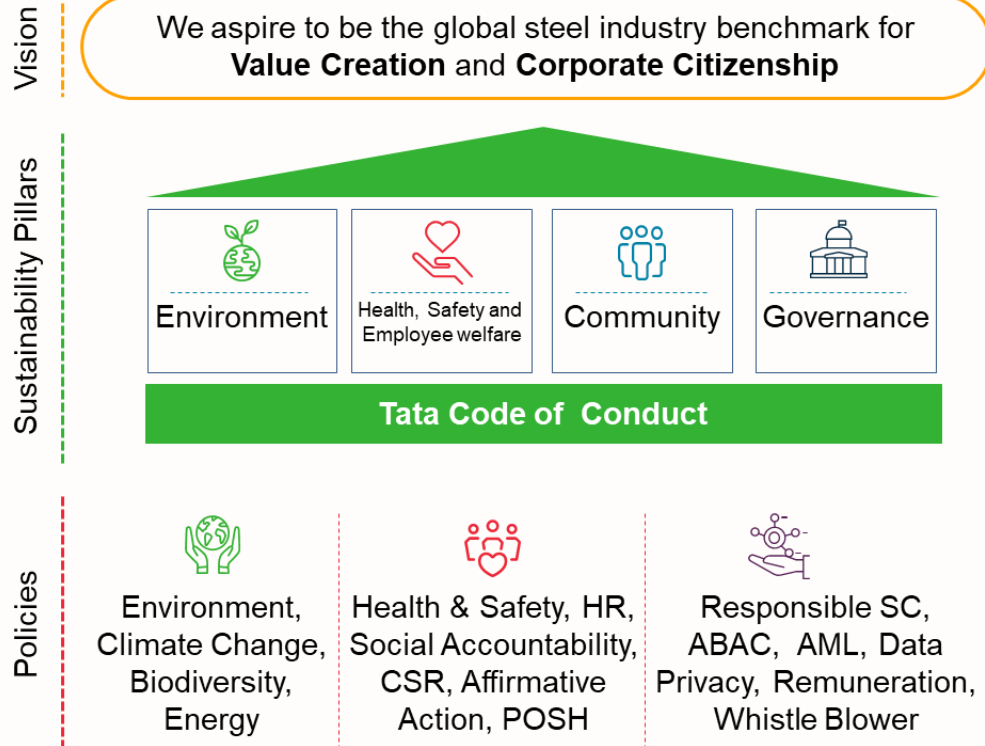
Our sustainability framework guides deployment of sustainability initiatives across value chain



## Our sustainability framework



## Our approach



# Net Zero by 2045

## Route and Pace of decarbonisation to be calibrated across geographies

### Pursuing Multiple Initiatives



Higher scrap charge



Higher Renewable energy use



Reducing ash in Coal



Multilocation EAF



Progress on Hydrogen usage



Nature based solutions (biomass etc.)



Partnering with Academia



Cleaner fuel i.e. Natural gas etc.



Upscaling CCU pilots

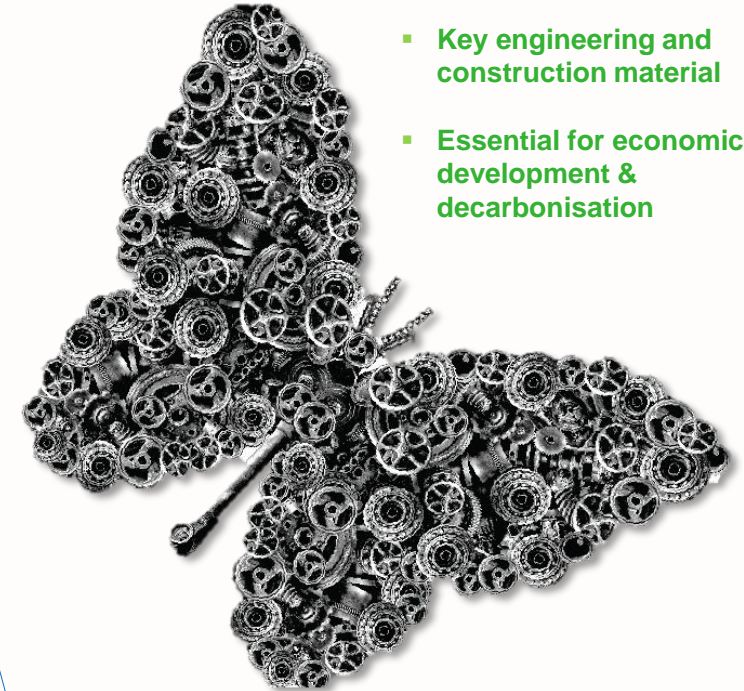


Lower Alumina in Iron ore



New smelting technology

### Steel – permanent material in the circular economy



- Key engineering and construction material
- Essential for economic development & decarbonisation



# TSUK: Pursuing decarbonisation to reduce 50 mn tons CO<sub>2e</sub> over a decade



- Decarbonisation plan → Transition to EAF based steelmaking
- Statutory consultations with the Unions have been initiated
- Partnering with Henry Royce Institute at Manchester for advanced materials research and at Imperial College London for research in Sustainable Design & Manufacturing

1

## Existing configuration

- BF – BOF based steelmaking with downstream capacity of around 3 million tons

2

## Intermediate financially viable configuration

- Sustains significant market presence across steel end use segments in UK

3

## Green steel configuration

- EAF with steelmaking capacity of 3 MTPA
  - Carbon emission intensity of around 0.4 tCO<sub>2</sub> per ton of crude steel
  - Economically and Environmentally viable solution, with the UK government support of £500 million
  - Utilise locally available scrap → recycling

# TSI: Pursuing sustainability through multiple initiatives



- We are committed to responsible growth and the key levers for decarbonisation are carbon reduction through Process improvement, Carbon direct avoidance and Carbon Capture and Utilisation
- Our Jamshedpur plant is the 1<sup>st</sup> site in India to achieve ResponsibleSteel™
- Focus on greening energy mix

## Process improvement



## Carbon reductions through Carbon Direct Avoidance



## Carbon Capture & Utilisation

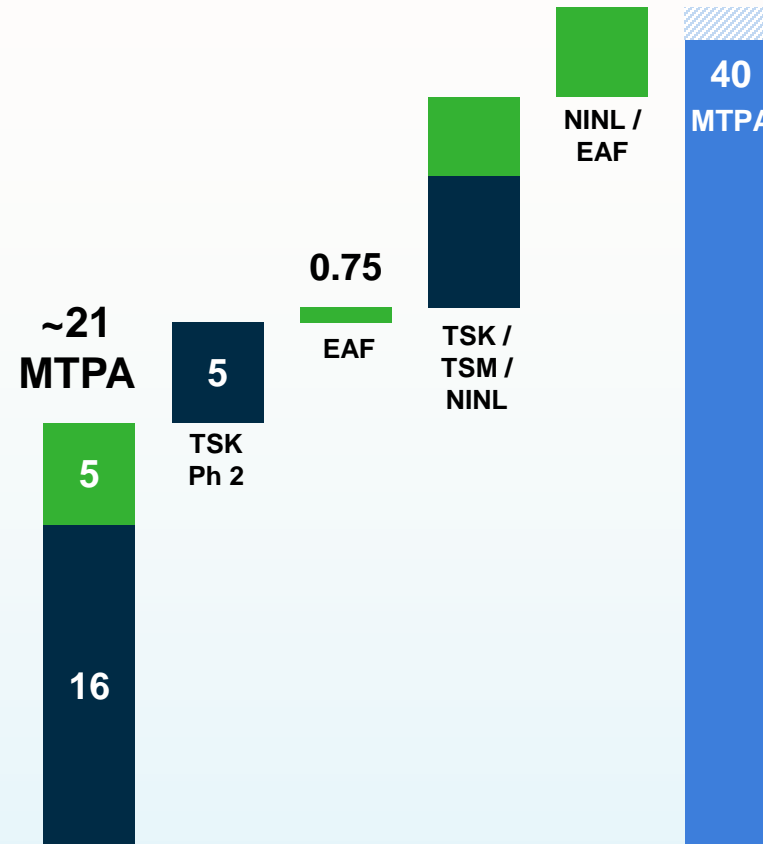
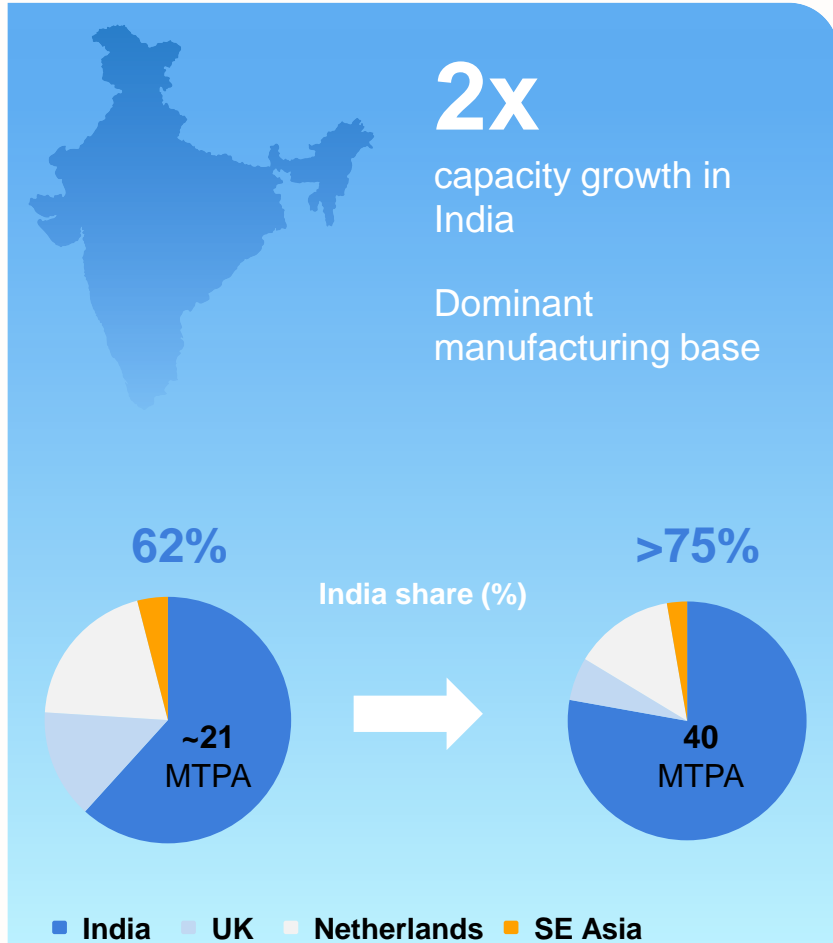
- Improvement in blast furnace fuel rates across sites
- Increase of PCI injection to optimise coke rate
- Coke dry quenching across locations
- Waste heat utilisation

- Increase in steel scrap usage during steelmaking
- Bio-char injection at the blast furnace
- Hydrogen injection at the blast furnace
- Green electricity + EAF

- CCU pilot plant in Jamshedpur to capture CO<sub>2</sub> from blast furnace gas
- CO<sub>2</sub> converted to Methanol or Ethanol
- Mineral carbonation of slag and other initiatives
- CO<sub>2</sub> sequestration

# Tata Steel is scaling up to capitalise on India growth opportunity

## Investments set to drive sector leading returns



<b>Flats (A)</b>	~16 MTPA	➔	~27 MTPA	
<b>Longs (B)</b>	~5 MTPA	➔	~13 MTPA	
<b>Crude Steel (A+B)</b>	~21 MTPA	➔	40 MTPA	
<b>Upstream</b>	36 MTPA Iron ore	➔	60 - 65 MTPA	
<b>Downstream</b>	Tubes 1 MTPA ↓ ~4 MTPA	Wires 0.45 MTPA ↓ ~1 MTPA	Tinplate 0.38 MTPA ↓ ~1 MTPA	DI Pipe 0.20 MTPA ↓ ~1 MTPA

Note : TSK – Tata Steel Kalinganagar, EAF – Electric Arc Furnace, TSM – Tata Steel Meramandali, NINL – Neelachal Ispat Nigam Limited and DI – Ductile Iron

# Commenced phased commissioning of 5 MTPA expansion at Kalinganagar

The largest 'Blast furnace' in India at 5,870 cubic metres

First Slab cast at SMS Caster #2 at Kalinganagar



6 MTPA capacity Pellet plant at Kalinganagar



Power systems at 5 MTPA blast furnace



## 2.2 MTPA CRM complex to drive product mix enrichment

### FHCR coils production commenced

Continuous Annealing Line



**Widest cold rolling mill in India with capacity of 2.2 million tons per annum**

**Future ready portfolio**



High Tensile steel to meet lightweighting & safety needs

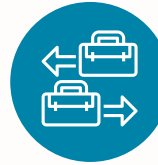


Advanced steel to serve Infra and Energy segments

- Receiving approvals from automotive OEMs for cold rolled steel
- Continuous Galvanizing lines capable of doing multiple coatings\*
- Two “new” primary coatings\* - ZAM and AISi, to be rolled out

# Capacity growth to aid continued strong presence across segments

## Leadership in chosen segments



Customer engagement & investment in technology



Multiple routes to connect, transact & engage



Delivering superior experience on multiple points of “friction”



Developing long term partnership with SMEs



Services & Solutions: “Serving Consumers better” & “Extend Differentiation”



# Focus on innovation to remain supplier of choice in chosen segments

**Ecosystem to drive innovation at scale**

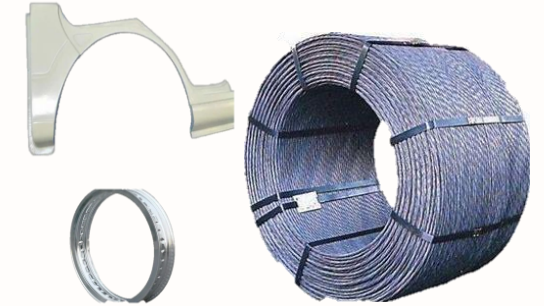
Focus on product innovation and Servitization across segments

Embracing Digitisation & Industry 4.0  
→ Digital steelmaking

Partnering with start-ups, research institutions and academia



**Consistently filed 100+ patents for the last 5 years**



**500+ New Products developed in last 5 yrs.**



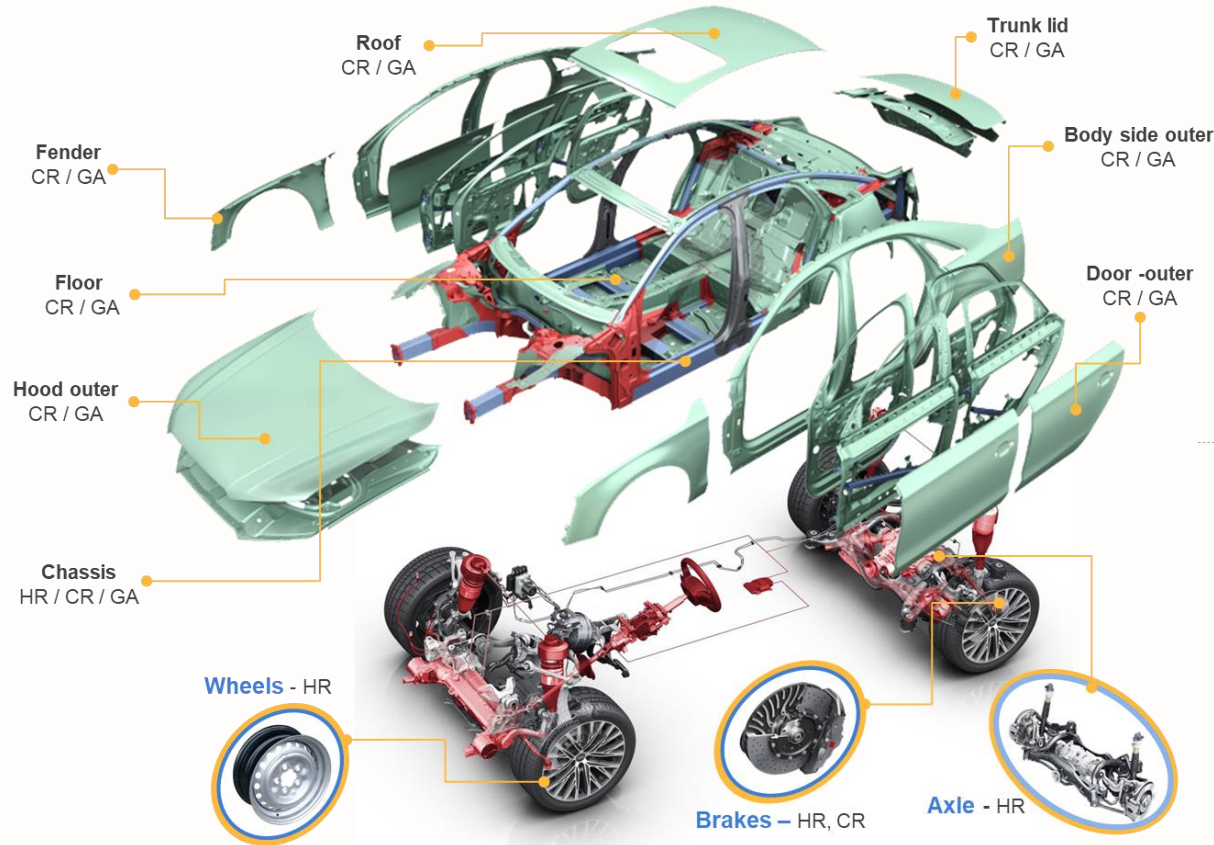
**Remote operations and real time data analysis**



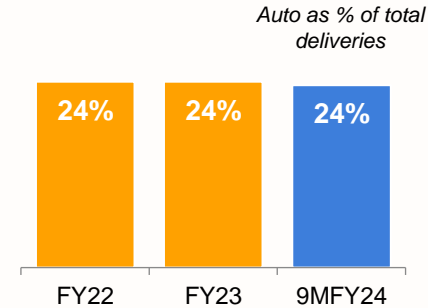
**Centres for innovation (Mobility, Mining etc.)**

# Auto: Consolidating the position of “Preferred Steel Supplier”

## Product mix and enhanced services to meet needs of the future

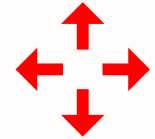


- Makes up 24% of domestic deliveries



- Shift to Hi-strength steels to cater to emerging needs

Auto High-end sales up 8% YoY in 9MFY24



- Partnering with customers in value creation



- Focus on enhancing downstream processing capability





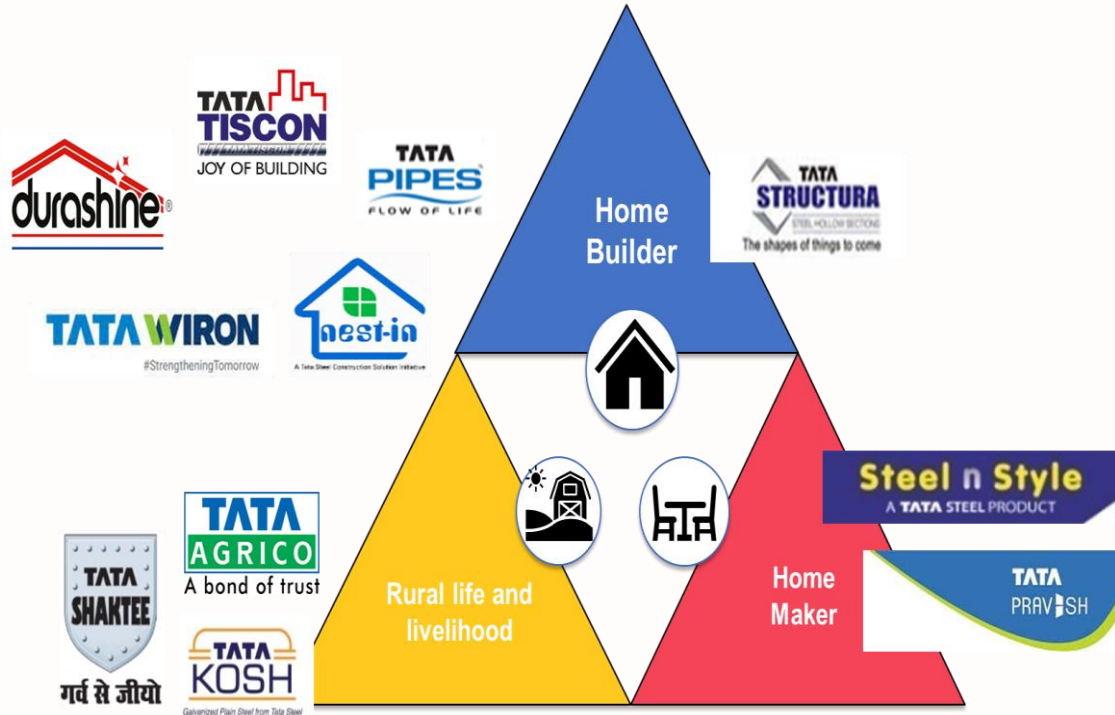
# Retail: Poised to grow 2x in high margin business

Leveraging pan India growth and branded presence especially Tata Tiscon



- Envisaged capacity growth at NINL and EAF

- Strong cash flow generation



- Enhanced Phygital reach to the market

- Developing strong ecosystem to deliver superior experience

>11% YoY increase in YTD Revenues via

10,000+ Dealers



11K+ Unique customers per month



Influencers

Note : EAF – Electric Arc Furnace, NINL - Neelachal Ispat Nigam Limited, Influencers refers to Architect, Contractors & Engineers

# Downstream: Value added growth for product mix enrichment

Set to grow by 2x – 4x

## Tubes

Wide product portfolio incl. HAR & ERW tubes



Leading manufacturer of pipes and tubes

## Wires

One out of three tyre manufacturers in India use Tata Wiron



Largest Carbon Spring Wire manufacturer

## Tinplate

Application in growing packaging industry



Market leadership in domestic tinplate industry

## Ductile Iron Pipes

Tata Ductura, transportation of water and other uses



Leading manufacturer of Ductile Iron Pipe

# Financial management to enable returns across cycle

## Value Drivers



### Balance sheet management

- Optimise capital structure and cost
- Target Net Debt to EBITDA <2.5x across cycle
- Proactive financing & asset – liability match



### Capital allocation

- Value accretive investments (ROIC : 15%)
- Portfolio restructuring

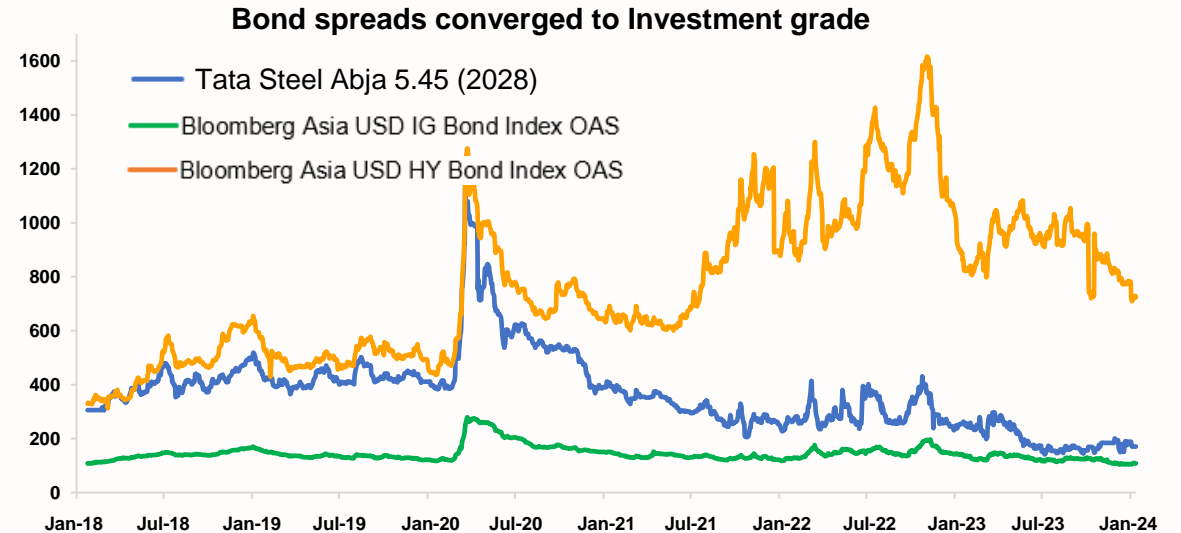


### Operational excellence

- Minimize working capital
- Continuous improvement programs



## Outcome





# Value accretive consolidation with multiple benefits

## TATA STEEL

Unlisted

Listed

Tata Steel Mining (TSML)

S&T Mining

Indian Steel & Wire Products

TSLP  
Swap ratio 6.7

TCIL  
Swap ratio 3.3

Tata Metaliks  
Swap ratio 7.9

TRF Ltd.  
Swap ratio 1.7

Filing of scheme with Stock Exchanges (Reg. 37)

Filing of 1<sup>st</sup> motion application with National Company Law Tribunal (NCLT)

Shareholders meetings and creditor meetings (if any)

Final hearing / order of NCLT



No objection letter from Stock Exchanges

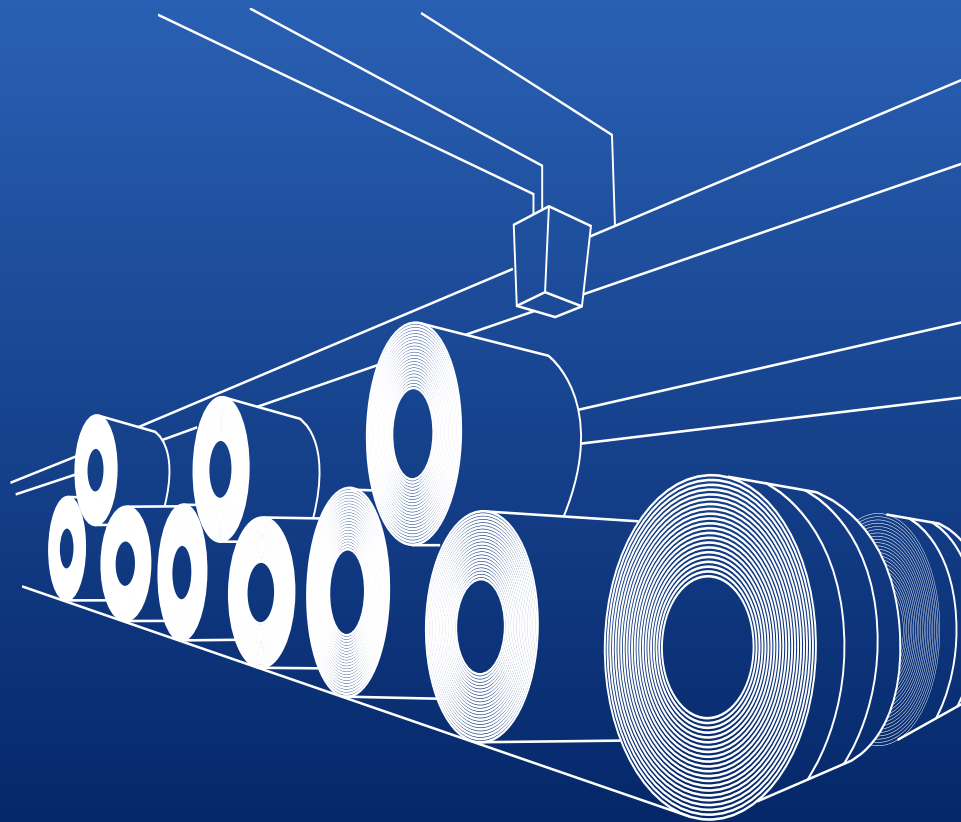
Order of NCLT on first motion application

Filing of the second motion application with NCLT

Filing with Registrar to make scheme effective

TSML, TSLP, TCIL, TML and S&T mining

# Performance Update



Identifying and developing sporting talent among rural youth, India

# Elevated input costs and volatile steel prices have weighed on global steel spot spreads across most regions

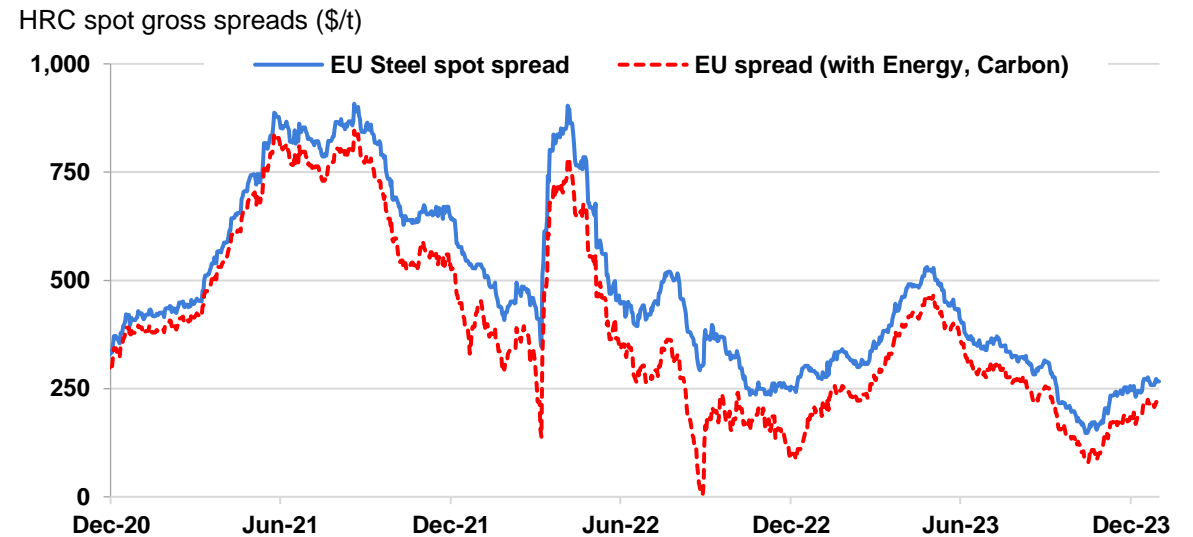
- Global steel prices were mixed in the Oct – Dec’23 period across key regions. US / EU prices increased towards the end of the quarter while Asia was relatively subdued
- In China, steel production continued to outpace demand on sustained concerns about economic activity. This led to steady exports of around 7 – 8 million tons per month

- Raw material prices moved higher during the quarter, with Coking coal prices up nearly 20% to \$330/t levels while Iron ore prices moved similarly to around \$140/t levels
- Overall, Steel spot spreads were under pressure for most of the quarter. However, US and EU steel spot spreads have witnessed improvement since November

**China Steel spot spreads (Domestic, Export)**



**EU Steel spread including energy, carbon costs**



Sources: World Steel Association, IMF, Bloomberg, Steelmint; China HRC export spread = China HRC export FOB – 1.65x Iron Ore (62% Fe CFR) - 1x Coal (Premium HCC CFR); China HRC domestic spot spread is with China HRC domestic prices; EU HRC spot spreads = HRC (Germany) - 1.6x iron ore (fines 65%, R'dam) - 0.8x premium hard coking coal (Aus) - 0.1x scrap (HMS, R'dam) ; EU spot spread incl. energy = EU HRC spot spread – Carbon cost – 0.5 x NG (\$/Mwh) – 0.15 x Electricity (\$/Mwh)

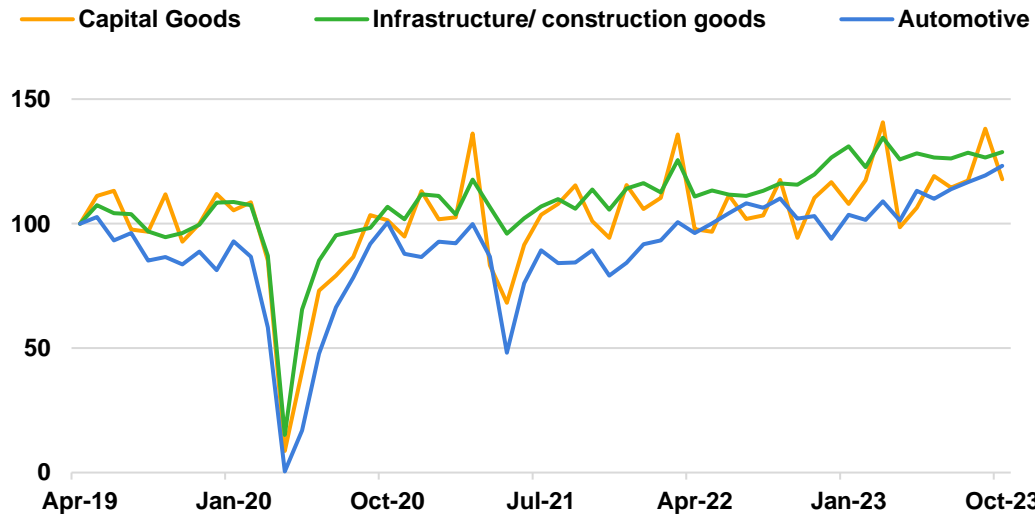


# India steel demand continued to improve while EU demand was subdued given the operating landscape marked by slowdown and geopolitics

## India

- Indian apparent steel consumption was up around 11% on YoY basis in 3QFY24 aided by government spending
- Automotive and Infrastructure & Construction segments continued to improve during the quarter

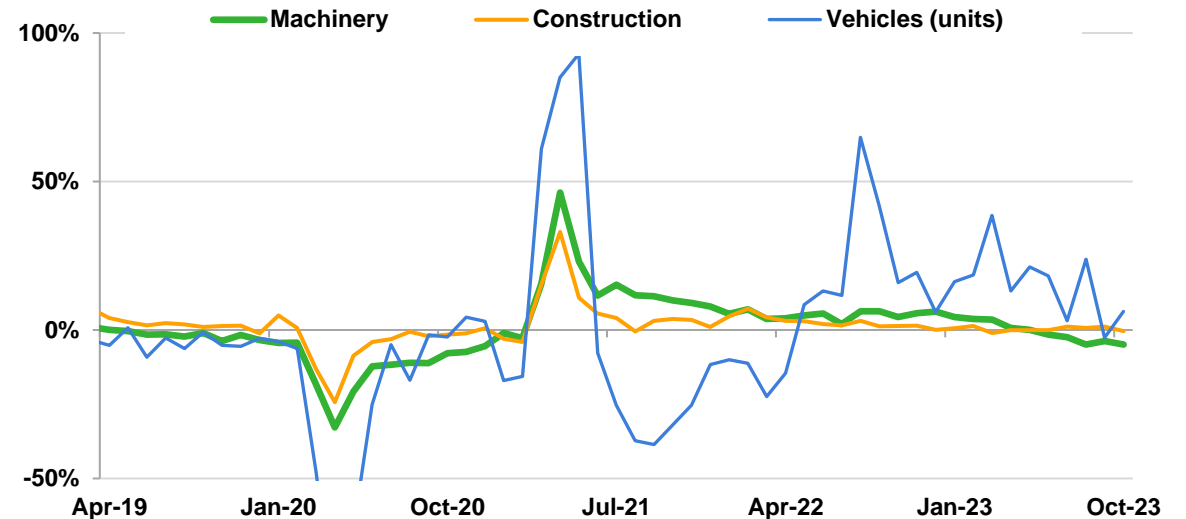
Key steel consuming sectors\*



## Europe

- EU manufacturing PMI was 43 - 44 during Oct – Dec'23 indicating deceleration in economic activity
- Construction & Machinery demand was subdued on elevated interest rates. Auto was driven by backlogs

Key steel consuming sectors (% YoY growth)



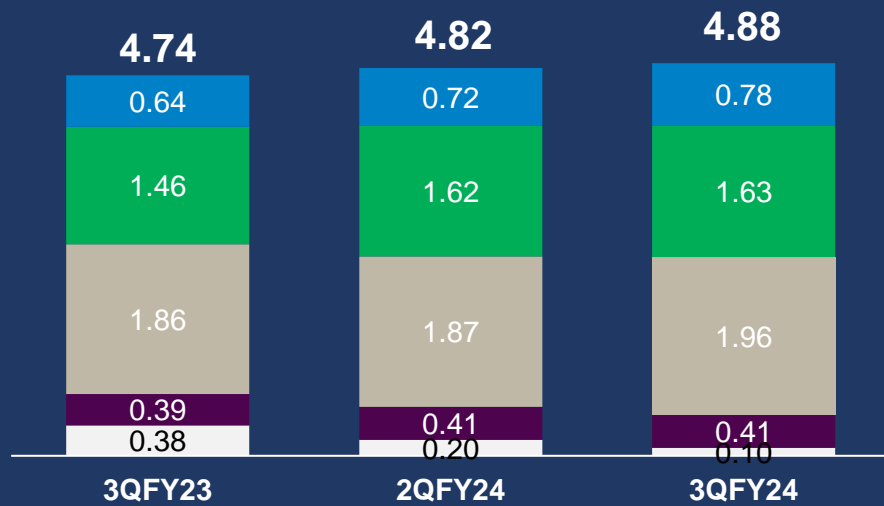
Sources: Bloomberg, SIAM, Joint Plant Committee, MOSPI, CMIE, Eurostat and Tata Steel, \*Figures of Industrial Production for Capital Goods, Infrastructure/Construction, consumer durables and railways are rebased to Nov'18=100 using FY12 index-based sector weights; number of units produced as per SIAM; growth of key steel consuming sector is calculated by removing sub-segments which do not consume steel, ECB – European Central Bank

# Steady increase in India sales to chosen segments

## Domestic deliveries up 3% QoQ and 10% YoY

### Business Verticals

mn tons



Automotive    BPR    IPP    Transfers    Exports

Note: India including Tata Steel Standalone and Neelachal Ispat Nigam Limited, BPR – Branded Products and Retail, IPP – Industrial Products and Projects, Transfers to Tubes, Wires and Others

### End use sectors



Note : 3QFY23 is estimates based on FY23 breakup, **Auto and ancillaries** incl. B2B and ECA sales, Wire & Specialty steel sales; **Retail** is B2C includes Tiscon, Shaktee, Galvanised Plain Retail, Tubes and Wires; **Construction & Infra** is B2B sales to construction companies; **Energy** incl. Oil & Gas, Wind, Solar etc.; **Engineering** incl. Shipbuilding, Railways and Capital Goods etc.; **Consumer Durables** is sales to Furniture, Appliances; **Packaging** incl. Tinplate, High Tensile steel strapping ,LPG, Drums & Barrels and **Trade & Commercial** is sales to rerollers, fabrication etc., B2B – Business to Business, ECA – Emerging Corp. accounts, B2C – Business to Consumer and LPG – Liquefied Petroleum Gas

## Tata Steel Consolidated

(All figures are in Rs. Crores unless stated otherwise)	3QFY24	2QFY24	3QFY23
<b>Production (mn tons)<sup>1</sup></b>	<b>7.58</b>	<b>7.31</b>	<b>7.56</b>
<b>Deliveries (mn tons)</b>	<b>7.15</b>	<b>7.07</b>	<b>7.15</b>
<b>Total revenue from operations</b>	<b>55,312</b>	<b>55,682</b>	<b>57,084</b>
Raw material cost <sup>2</sup>	22,126	25,147	28,231
Change in inventories	321	756	1,791
Employee benefits expenses	6,527	5,917	5,342
Other expenses	20,075	19,594	17,671
<b>EBITDA</b>	<b>6,334</b>	<b>4,315</b>	<b>4,154</b>
<b>Adjusted EBITDA<sup>3</sup></b>	<b>5,742</b>	<b>4,147</b>	<b>2,727</b>
<b>Adjusted EBITDA per ton (Rs.)</b>	<b>8,035</b>	<b>5,869</b>	<b>3,812</b>
Other income	228	228	271
Finance cost	1,881	1,959	1,768
<b>Pre-exceptional PBT</b>	<b>2,262</b>	<b>160</b>	<b>243</b>
Exceptional items (gain)/loss	334	6,899	(160)
Tax expenses	1,406	(228)	2,905
<b>Reported PAT</b>	<b>522</b>	<b>(6,511)</b>	<b>(2,502)</b>
Other comprehensive income	1,041	(774)	(3,629)

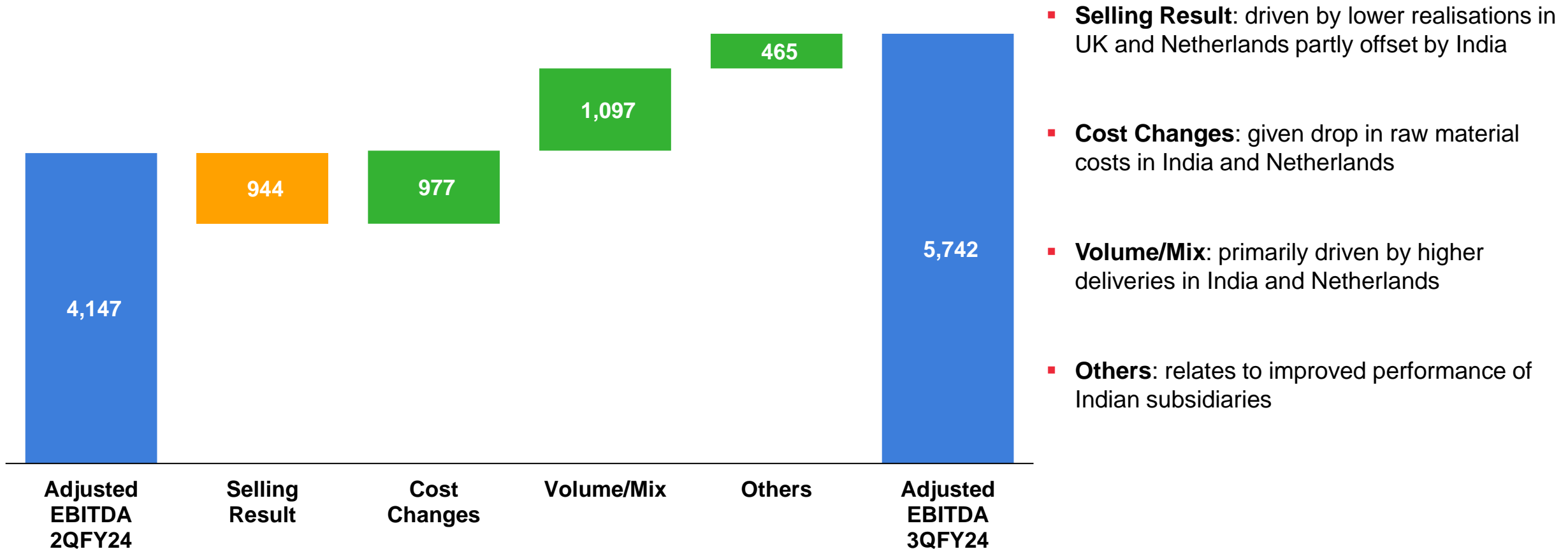
## Key drivers for QoQ change:

- **Revenues:** were broadly stable QoQ as effect of slightly higher volumes was offset by lower realisations esp. in UK and Netherlands
- **Raw Material cost:** declined on lower raw material costs and purchases in India and Netherlands
- **Change in inventories:** primarily relates to decline in inventory value at Europe
- **Other expenses:** were marginally higher on royalty, freight and power related expenses at Tata Steel Standalone
- **Exceptional items:** relates to redundancy cost at Netherlands
- **Other comprehensive income:** primarily relates to foreign currency translation differences



# Consolidated 3QFY24 EBITDA<sup>1</sup> stood at Rs 5,742 crores

*EBITDA margin was at 10%*

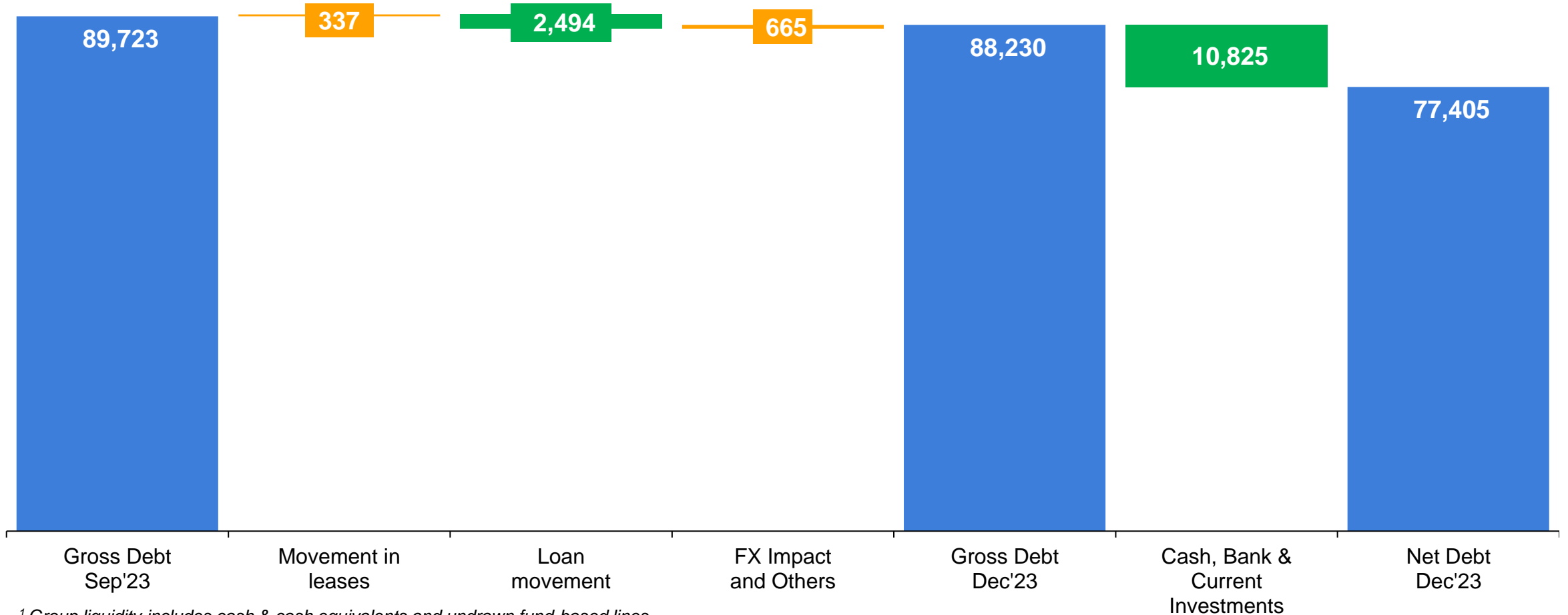


<sup>1</sup> EBITDA adjusted for changes on account of FX movement on intercompany debt / receivables

# Net debt stood at Rs 77,405 crores

Group liquidity remains strong at Rs 23,349<sup>1</sup> crores

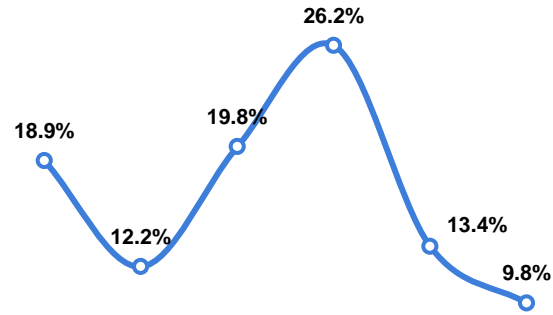
in Rs crores



<sup>1</sup> Group liquidity includes cash & cash equivalents and undrawn fund-based lines

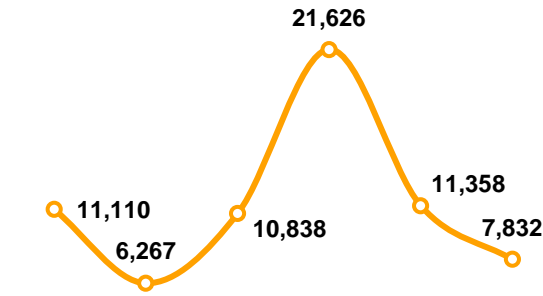
# Key financial credit metrics

EBITDA Margin (%)<sup>1</sup>



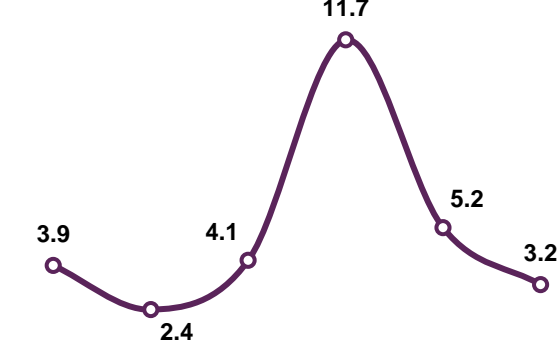
FY19 FY20 FY21 FY22 FY23 9MFY24

EBITDA / ton (Rs.)<sup>1</sup>



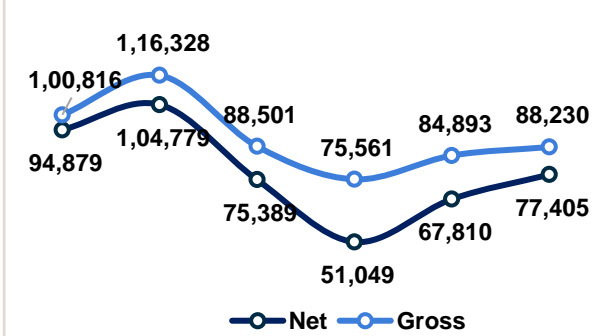
FY19 FY20 FY21 FY22 FY23 9MFY24

Interest Coverage Ratio (x)<sup>1,2</sup>



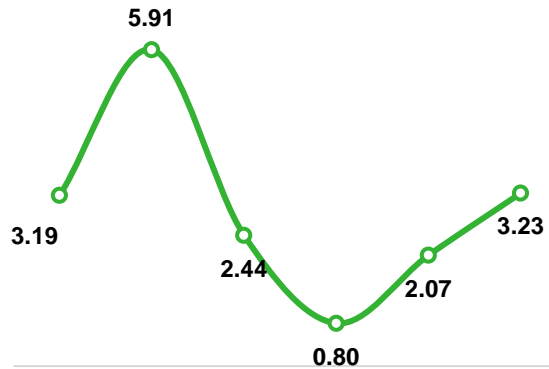
FY19 FY20 FY21 FY22 FY23 9MFY24

Gross & Net Debt (Rs. crore)



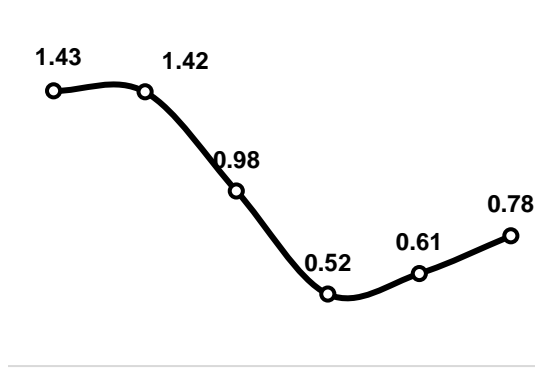
FY19 FY20 FY21 FY22 FY23 9MFY24

Net Debt / EBITDA (x)<sup>2</sup>



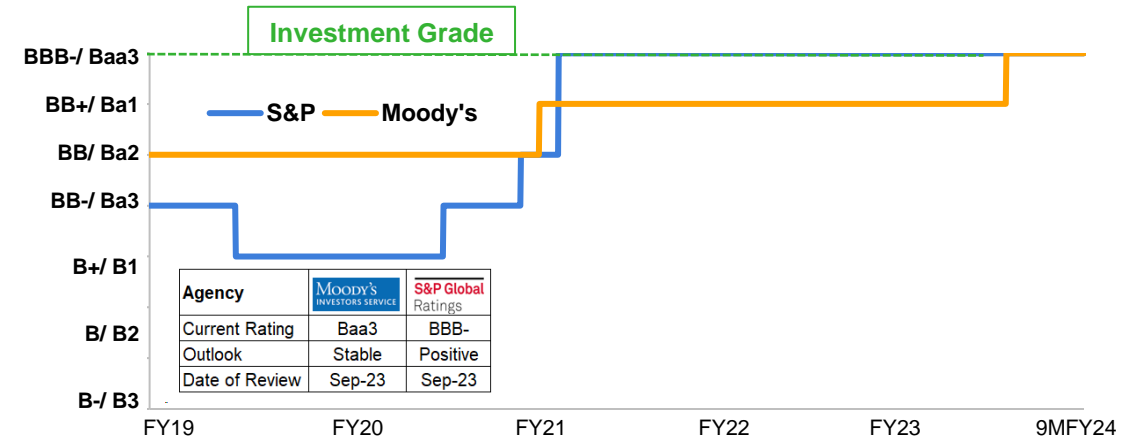
FY19 FY20 FY21 FY22 FY23 9MFY24

Net Debt / Equity (x)



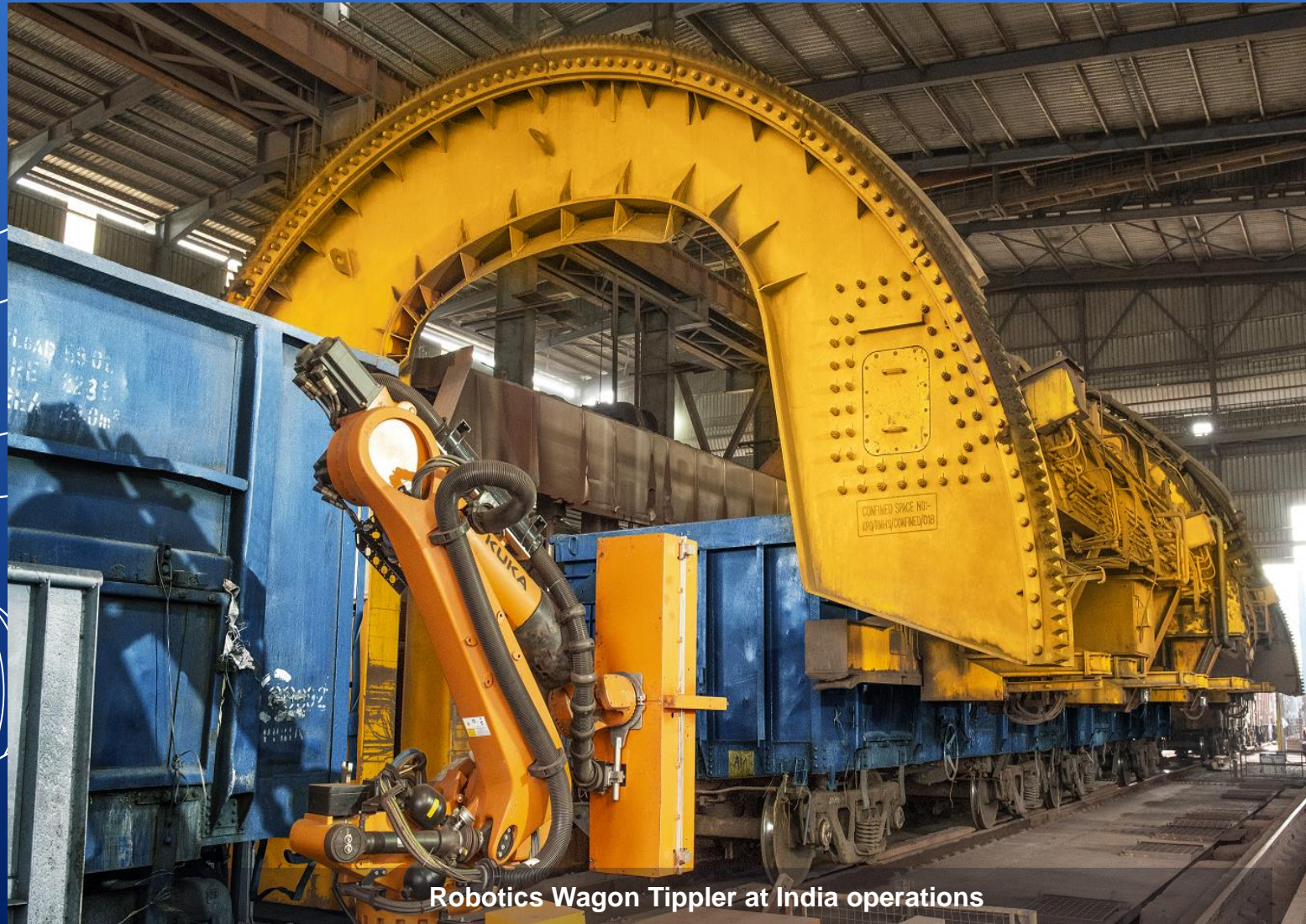
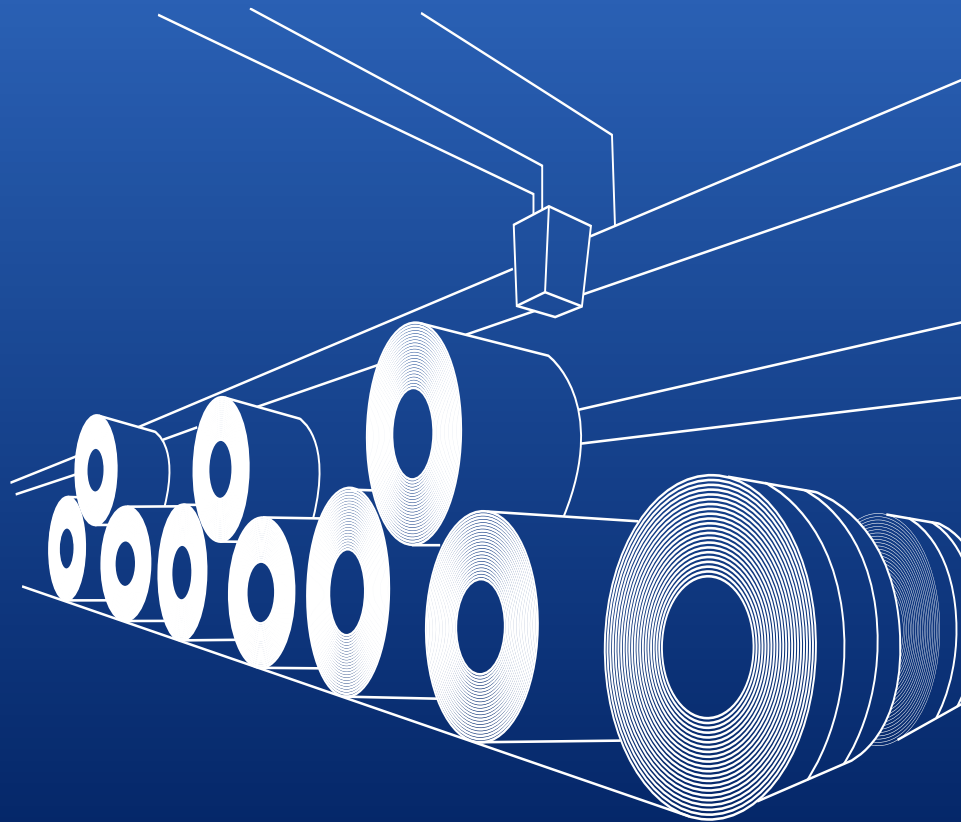
FY19 FY20 FY21 FY22 FY23 9MFY24

Credit Rating





# Annexures

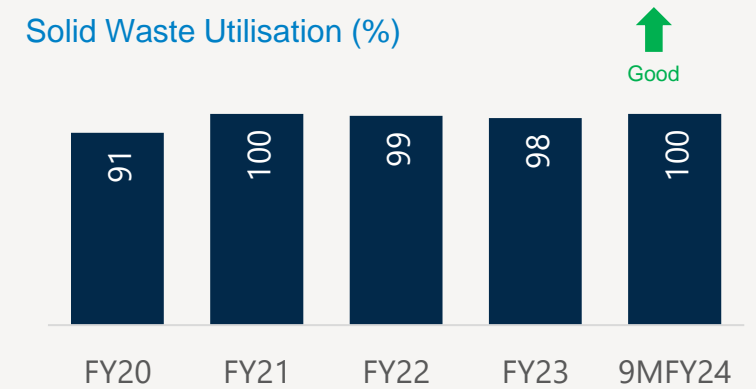
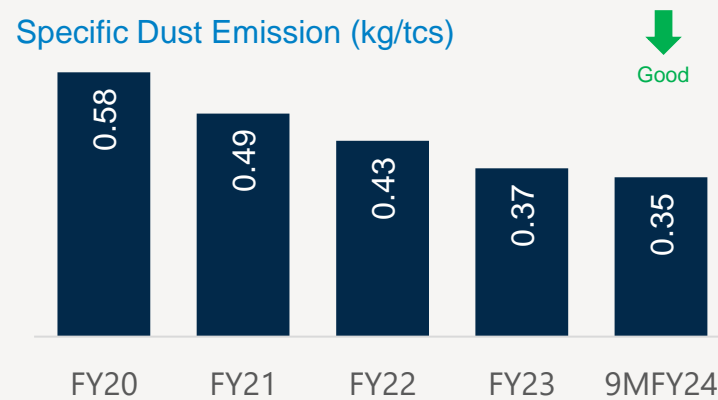
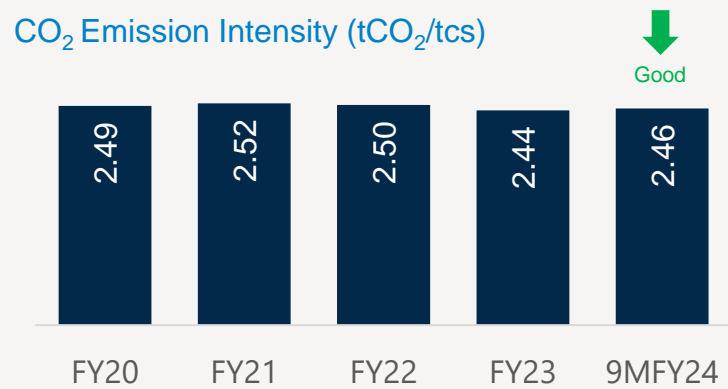
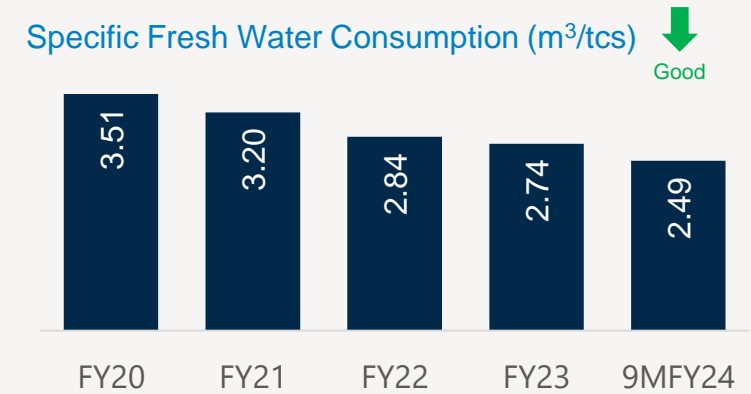
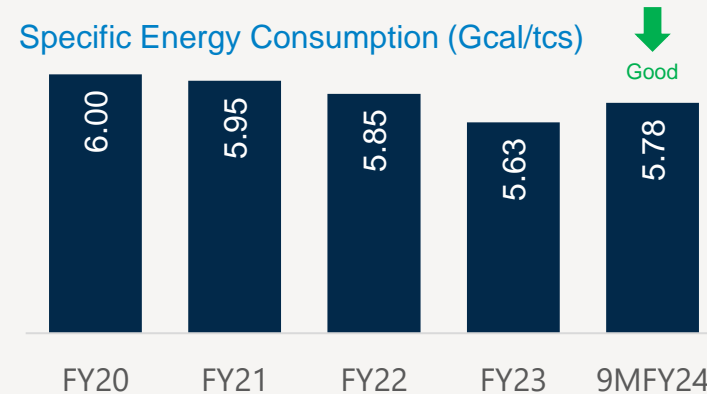
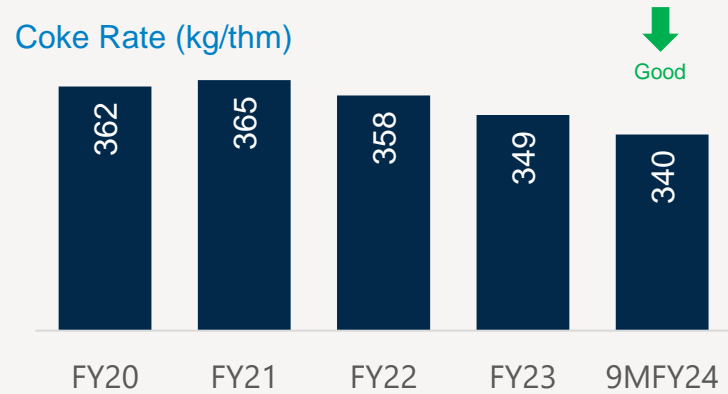


Robotics Wagon Tippler at India operations

Tata Steel Standalone

# Continued focus

*on operational efficiencies and minimizing environmental impact*



Note : CO<sub>2</sub> emission intensity calculated as per worldsteel methodology

Tata Steel Standalone<sup>1</sup>

(All figures are in Rs. Crores unless stated otherwise)	3QFY24	2QFY24	3QFY23
<b>Production (mn tons)</b>	<b>5.13</b>	<b>4.91</b>	<b>4.94</b>
<b>Deliveries (mn tons)</b>	<b>4.88</b>	<b>4.82</b>	<b>4.74</b>
<b>Total revenue from operations</b>	<b>34,682</b>	<b>34,185</b>	<b>33,929</b>
Raw material cost <sup>2</sup>	13,452	14,457	16,394
Change in inventories	(922)	570	401
Employee benefits expenses	1,867	1,864	1,763
Other expenses	12,036	10,427	10,235
<b>EBITDA</b>	<b>8,257</b>	<b>6,996</b>	<b>5,335</b>
<b>Adjusted EBITDA<sup>3</sup></b>	<b>8,247</b>	<b>6,531</b>	<b>4,764</b>
<b>Adjusted EBITDA per ton (Rs.)</b>	<b>16,903</b>	<b>13,564</b>	<b>10,054</b>
Other income	329	824	724
Finance cost	1,058	1,137	1,117
<b>Pre-exceptional PBT</b>	<b>6,013</b>	<b>5,089</b>	<b>3,240</b>
Exceptional items (gain)/loss	(10)	12,993	7
Tax expenses	1,370	610	869
<b>Reported PAT</b>	<b>4,653</b>	<b>(8,514)</b>	<b>2,364</b>
Other comprehensive income	168	193	(44)

**Key drivers for QoQ change:**

- **Revenues:** were marginally higher on improved volumes and steel realisations
- **Raw Material cost:** decreased primarily driven by movement in inventory value of chrome ore, excluding this raw material cost was flat
- **Other expenses:** increased on royalty, FX impact and rise in fuel related costs, repairs and maintenance
- **Other Income:** was lower given conversion of intercompany loan into equity on 29<sup>th</sup> Sep'23, leading to decline in interest income
- **Exceptional items:** primarily relates to Employee separation scheme. 2Q relates to impairment of investment value in UK operations
- **Tax expenses:** moved higher in line with profitability

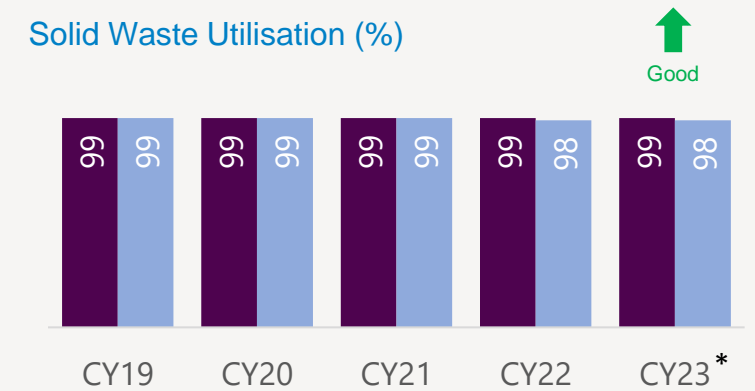
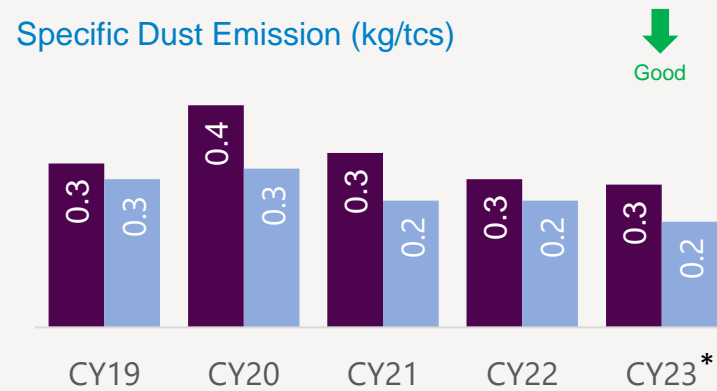
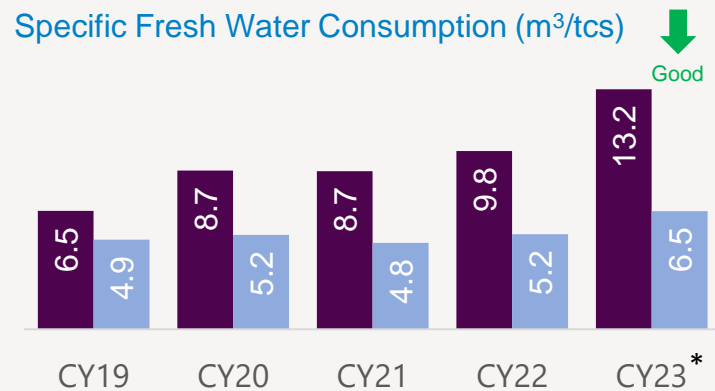
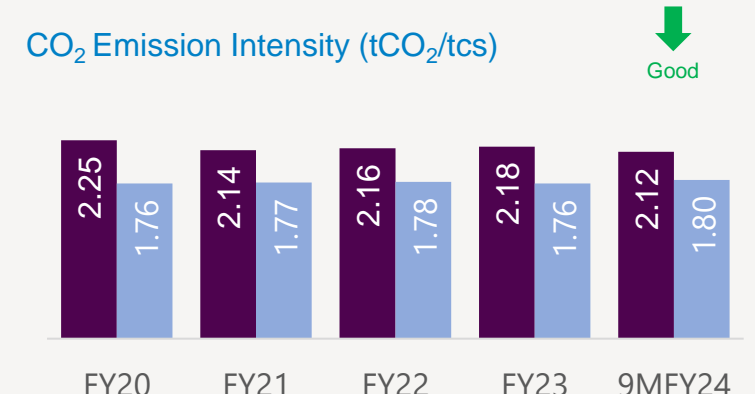
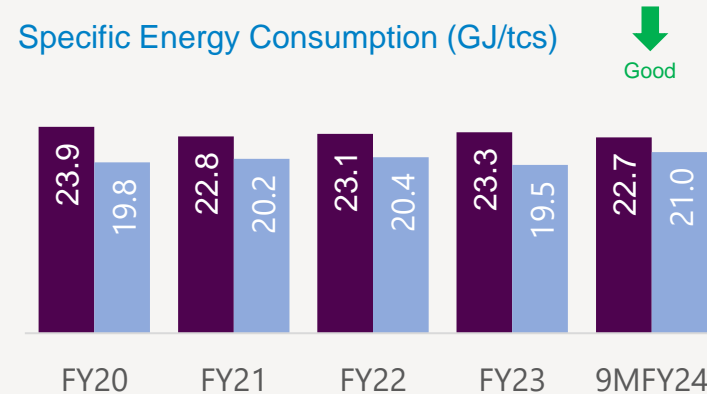
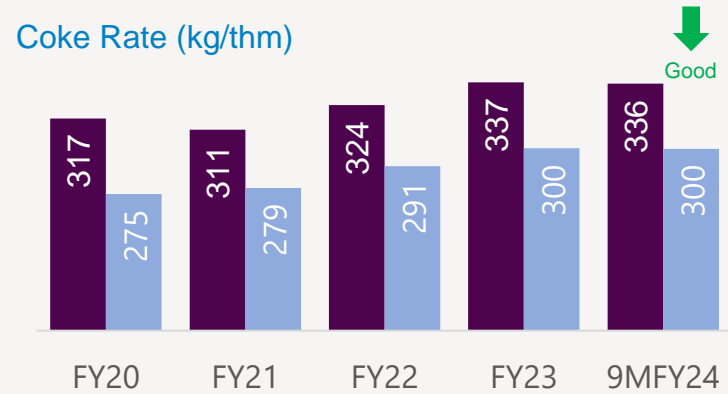
1. Tata Steel Standalone numbers have been restated from April 1, 2022, to reflect merger of Tata Steel Long Products Limited, Tata Steel Mining Limited, Tata Metaliks Limited, Tinplate Company of India Limited and S&T mining with Tata Steel; Figures for previous periods have been regrouped and reclassified to conform to classification of current period, where necessary; 2. Raw material cost includes raw material consumed, and purchases of finished and semi-finished products 3. Adjusted for changes on account of FX movement on intercompany debt / receivables



TSUK

TSN

# Key operating parameters



Note : TSUK and TSN report KPIs on a calendar basis aligned to regulatory requirements in their geographies, TSN parameters have been affected by ongoing relining of one of the blast furnaces, CO<sub>2</sub> emission intensity as per worldsteel methodology, \*CY23 is an estimate, Solid waste utilisation for TSN revised to include use of byproducts and waste



Tata Steel Netherlands

(All figures are in Rs. Crores unless stated otherwise)

	3QFY24	2QFY24	3QFY23
Liquid Steel production (mn tons)	1.19	1.19	1.52
<b>Deliveries (mn tons)</b>	<b>1.30</b>	<b>1.23</b>	<b>1.40</b>
<b>Total revenue from operations</b>	<b>12,923</b>	<b>12,961</b>	<b>14,348</b>
Raw material cost <sup>1</sup>	5,350	7,049	7,034
Change in inventories	1,250	(39)	727
Employee benefits expenses	3,068	2,536	2,255
Other expenses	4,469	4,560	4,410
<b>EBITDA</b>	<b>(1,215)</b>	<b>(1,145)</b>	<b>(78)</b>
<b>EBITDA per ton (Rs.)</b>	<b>(9,370)</b>	<b>(9,303)</b>	<b>(556)</b>

1. Raw material cost includes raw material consumed, and purchases of finished and semi-finished products; Figures prior to inter value chain eliminations

**Key drivers for QoQ change:**

- **Revenues:** were broadly similar with higher volumes being offset by drop in steel realisations
- **Raw Material cost:** was lower QoQ driven by lower coking coal & iron ore consumption cost and decline in external purchase of slabs
- **Employee benefits expenses:** increased on wage revisions and actuarial assumptions driven movement in Other Long Term Employee Benefits (OLEB)
- **Other Expenses:** decreased primarily on lower bulk gas related costs

Tata Steel UK

(All figures are in Rs. Crores unless stated otherwise)	3QFY24	2QFY24	3QFY23
Liquid Steel production (mn tons)	0.72	0.76	0.72
<b>Deliveries (mn tons)</b>	<b>0.64</b>	<b>0.73</b>	<b>0.66</b>
<b>Total revenue from operations</b>	<b>6,294</b>	<b>7,288</b>	<b>7,130</b>
Raw material cost <sup>1</sup>	3,255	3,876	3,749
Change in inventories	105	312	730
Employee benefits expenses	1,210	1,121	944
Other expenses	3,381	3,346	3,183
<b>EBITDA</b>	<b>(1,657)</b>	<b>(1,367)</b>	<b>(1,475)</b>
<b>EBITDA per ton (Rs.)</b>	<b>(26,063)</b>	<b>(18,802)</b>	<b>(22,340)</b>

1. Raw material cost includes raw material consumed, and purchases of finished and semi-finished products; Figures prior to inter value chain eliminations

**Key drivers for QoQ change:**

- **Revenues:** declined on lower deliveries as well as drop in realisations

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- **Raw Material cost:** decreased as lower production led to drop in consumption of raw materials

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- **Change in Inventories:** was primarily driven by inventory built up

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- **Other Expenses:** marginally increased on emission rights related costs partly offset by decline in bulk gas and electricity costs

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- **Employee benefits expenses:** increased as 2Q included interest credit on surplus pension assets relating to British Steel Pension Scheme

# Tata Steel Investor Relations

Investor enquiries

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Samvaad – Bringing together tribes of India