

## Tata Steel's Q4 and FY'14 Performance

~Production and Sales Performance~

**Jamshedpur, April 14, 2014:** Tata Steel completed FY'14 with an overall increase in Production and Sales volumes. The year registered its best ever performance in Hot Metal, Crude Steel, Saleable Steel production and total Sales. The key production and sales figures are given below:

### Production & Sales performance

*Figures in '000 tonnes*

Items	Q4			April – March		
	FY'13	FY'14	% Change	FY'13	FY'14	% Change
Hot Metal	2458	2658	8	8858	9899	12
Crude Steel	2298	2477	8	8130	9155	13
Saleable Steel	2263	2430	7	7941	8931	12
Sales	2279	2407	6	7482	8516	14

### Major Highlights - FY'14

#### Production

- Ore Mines & Quarries (OMQ) achieved its highest ever Iron Ore production of **17.3** million tonnes (Previous best **15.0** million tonnes in FY'13).
- West Bokaro Division (one of the Collieries) achieved its highest ever Clean Coal production of **2.57** million tonnes (Previous best **2.33** million tonnes in FY'13).
- Best ever total Agglomerate production of **12.14** million tonnes (Previous best **10.22** million tonnes in FY'13).
- Best ever total Coke production (Jamshedpur & Haldia) of **4.28** million tonnes (Previous best **3.71** million tonnes in FY'13).
- Best ever Hot Metal production of **9.89** million tonnes (Previous best **8.86** million tonnes in FY'13).
- Best ever Crude Steel production of **9.15** million tonnes (Previous best **8.13** million tonnes in FY'13).
- Steel Melting Shop LD#3 achieved its best ever production of **2.23** million tonnes (Previous best **1.02** million tonnes in FY'13).
- Best ever Lime production of **9.45** lakh tonnes (Previous best **8.23** lakh tonnes in FY'13).
- Cold Rolling Mill achieved its highest ever production of **1.64** million tonnes (Previous best **1.56** million tonnes in FY'10).
- TSCR achieved its highest ever production of **2.18** million tonnes (Previous best **0.99** million tonnes in FY'13).

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- New Bar Mill achieved its highest ever production of **0.84** million tonnes (Previous best **0.8** million tonnes in FY'13).
- Merchant Mill achieved its highest ever production of **0.42** million tonnes (Previous best **0.41** million tonnes in FY'13).
- Best ever Saleable Steel production of **8.93** million tonnes (Previous best **7.94** million tonnes in FY'13).
- Best ever Saleable Steel dispatch of **8.8** million tonnes (Previous best **7.9** million tonnes in FY'13).

### Sales

- Steel Marketing & Sales has achieved its **highest ever annual sales volume of 8.52 million tons** against the previous best of 7.48 million tons in FY'13.
- **Best ever annual sales to the Automotive segment at 1.17 million tonnes**, (previous best was 1.05 million tonnes in FY'12).
- **Best ever annual sales in Industrial Products segment at 1.7 million tonnes**, (63% more than the previous best of FY13 at 1.07 million tonnes). This includes the **highest ever Hi-end sales** at 283 kt sales from a level of 165 kt in FY 13.
- **Best ever annual sales in LPG segment at 110 kt** and a market share of 23%. This was 345% better than FY13 sales at 32 kt.

### About Tata Steel

Established in 1907 as Asia's first integrated private sector steel company, Tata Steel Group is among the top-ten global steel companies with an annual crude steel capacity of over 29 million tonnes per annum (MnTPA). It is now the world's second-most geographically-diversified steel producer, with operations in 26 countries and a commercial presence in over 50 countries. The Tata Steel Group, with a turnover of US\$ 24.82 billion in FY 13, has over 80,000 employees across five continents and is a Fortune 500 company. The Group's vision is to be the world's steel industry benchmark in "Value Creation" and "Corporate Citizenship" through the excellence of its people, its innovative approach and overall conduct. Underpinning this vision is a performance culture committed to aspiration targets, safety and social responsibility, continuous improvement, openness and transparency. In 2008, Tata Steel India became the first integrated steel plant in the world, outside Japan, to be awarded the Deming Application Prize 2008 for excellence in Total Quality Management. In 2012, Tata Steel became the first integrated steel company in the world, outside Japan, to win the Deming Grand Prize 2012 instituted by the Japanese Union of Scientists and Engineers.

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