



**TATA** Sponge Iron Limited

# Performance FY 12-13

## Highlights of Profitability



| Rs. Crore                | Q1'13         | Q2'13         | Q3'13         | Q4'13         | FY 12-13       |
|--------------------------|---------------|---------------|---------------|---------------|----------------|
| <b>Production (MT)</b>   | <b>91,824</b> | <b>77,970</b> | <b>94,659</b> | <b>96,244</b> | <b>360,697</b> |
| Sale of Sponge Iron      | 177           | 182           | 187           | 202           | 748            |
| Sale of Power            | 8             | 7             | 9             | 5             | 29             |
| Sale of Waste            | 4             | 7             | 3             | 5             | 19             |
| Other income             | 7             | 9             | 8             | 7             | 31             |
| <b>Total Income</b>      | <b>196</b>    | <b>205</b>    | <b>207</b>    | <b>219</b>    | <b>827</b>     |
| Variable expenditure     | 160           | 131           | 161           | 155           | 607            |
| Fixed expenditure        | 18            | 21            | 22            | 35            | 96             |
| Change in Finished Stock | (26)          | 16            | (5)           | 13            | (2)            |
| <b>Total expenditure</b> | <b>152</b>    | <b>168</b>    | <b>178</b>    | <b>203</b>    | <b>701</b>     |
| <b>PBT</b>               | <b>44</b>     | <b>37</b>     | <b>29</b>     | <b>16</b>     | <b>126</b>     |
| Tax expenditure          | 14            | 11            | 9             | 7             | 41             |
| <b>PAT</b>               | <b>30</b>     | <b>26</b>     | <b>20</b>     | <b>9</b>      | <b>85</b>      |

## Operating Result

|                         |                          | Q1'13  | Q2'13  | Q3'13  | Q4'13   | FY 12-13       |
|-------------------------|--------------------------|--------|--------|--------|---------|----------------|
| <b>Sponge Iron (MT)</b> | <b>Production</b>        | 91,824 | 77,970 | 94,659 | 96,244  | <b>360,697</b> |
|                         | <b>Sales</b>             | 77,087 | 87,154 | 91,504 | 104,165 | <b>359,912</b> |
|                         | <b>Capacity used</b>     | 94%    | 80%    | 97%    | 99%     | <b>92%</b>     |
| <b>Power (MKWH)</b>     | <b>Generation</b>        | 44     | 39     | 47     | 49      | <b>179</b>     |
|                         | <b>Sales</b>             | 30     | 25     | 34     | 35      | <b>124</b>     |
|                         | <b>Plant load factor</b> | 78%    | 67%    | 82%    | 87%     | <b>79%</b>     |

## Consumption of Raw material

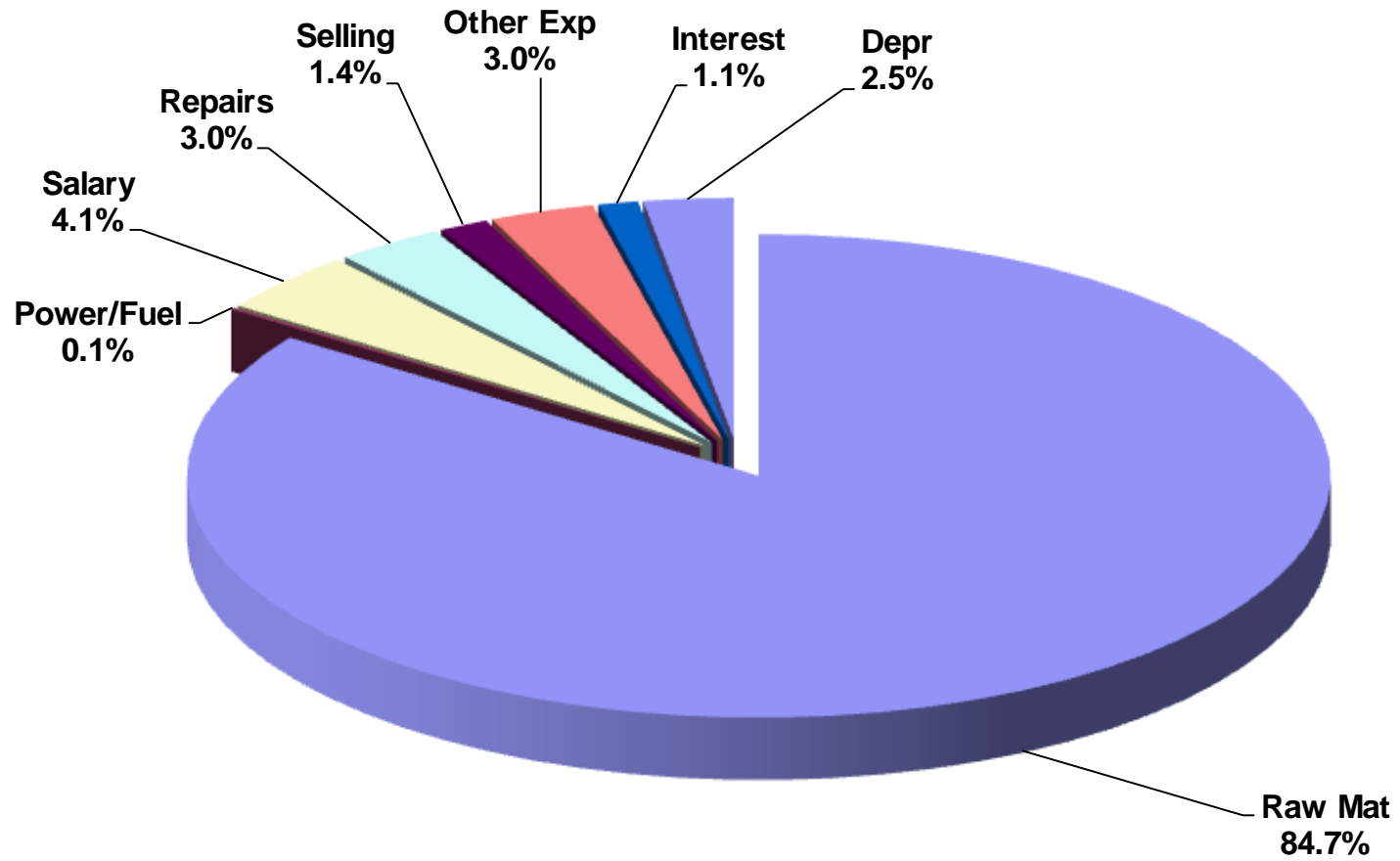
|              | Q1'13   |           |               |                  | Q2'13   |           |               |                  |
|--------------|---------|-----------|---------------|------------------|---------|-----------|---------------|------------------|
|              | Qty     | Norm (MT) | Rate (Rs /MT) | Cost (Rs. Crore) | Qty     | Norm (MT) | Rate (Rs /MT) | Cost (Rs. Crore) |
| Production   | 91,824  |           |               |                  | 77,970  |           |               |                  |
| Iron ore     | 146,434 | 1.595     | 5,589         | 82               | 123,119 | 1.579     | 5,597         | 69               |
| Coal         | 109,827 | 1.196     | 6,864         | 76               | 89,374  | 1.146     | 6,499         | 58               |
| Dolomite     | 1771    | 0.019     | 1,700         | -                | 3,237   | 0.042     | 1,760         | 1                |
| <b>Total</b> |         |           |               | <b>158</b>       |         |           |               | <b>128</b>       |

|              | Q3'13   |           |               |                  | Q4'13   |           |               |                  |
|--------------|---------|-----------|---------------|------------------|---------|-----------|---------------|------------------|
|              | Qty     | Norm (MT) | Rate (Rs /MT) | Cost (Rs. Crore) | Qty     | Norm (MT) | Rate (Rs /MT) | Cost (Rs. Crore) |
| Production   | 94,659  |           |               |                  | 96,244  |           |               |                  |
| Iron ore     | 148,563 | 1.569     | 5,472         | 81               | 153,835 | 1.598     | 4,671         | 72               |
| Coal         | 118,634 | 1.240     | 6,478         | 76               | 117,809 | 1.224     | 6,792         | 80               |
| Dolomite     | 4,838   | 0.051     | 1,837         | 1                | 3,217   | 0.033     | 1,706         | -                |
| <b>Total</b> |         |           |               | <b>158</b>       |         |           |               | <b>152</b>       |

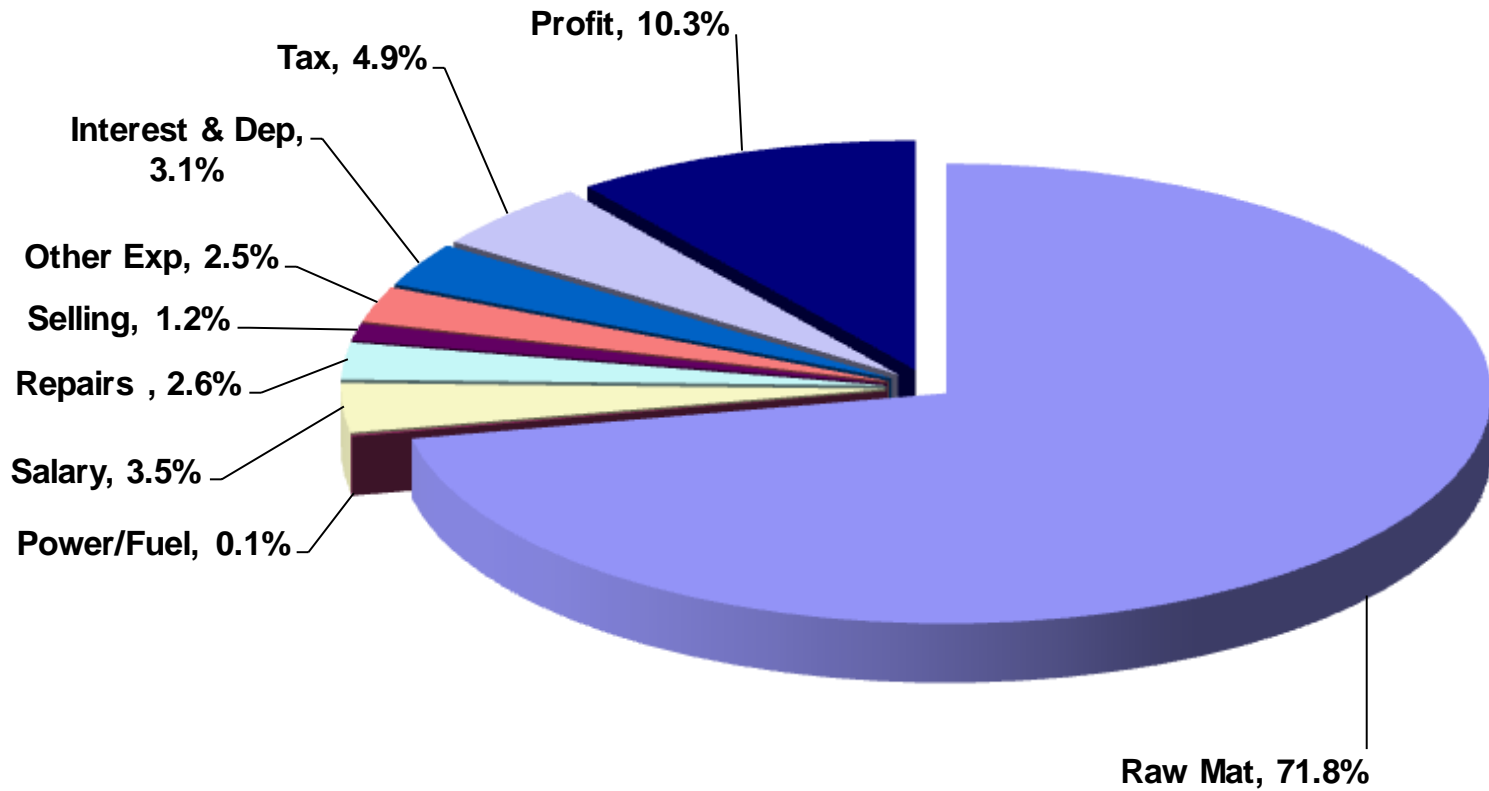
## Consumption of Raw material

|              | FY-12-13 |              |                  |                     |
|--------------|----------|--------------|------------------|---------------------|
|              | Qty      | Norm<br>(MT) | Rate<br>(Rs /MT) | Cost<br>(Rs. Crore) |
| Production   | 360,697  |              |                  |                     |
| Iron ore     | 571,951  | 1.586        | 5,313            | 304                 |
| Coal         | 435,644  | 1.208        | 6,647            | 290                 |
| Dolomite     | 13,063   | 0.036        | 1,767            | 2                   |
| <b>Total</b> |          |              |                  | <b>596</b>          |

## Components of cost for FY-12-13



## Revenue Distribution for FY 12-13





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Thank You