

**TATA** SPONGE IRON LIMITED

**Financial Results – Q4'17 & CY'17**

# Financial Performance - snapshot



Q1 Fy'17	Quarter ended					FY'17	FY'16
	Q2 Fy'17	Q3 Fy'17	Q4 Fy'17	Q4 Fy'16			
92,768	1,04,384	97,907	<b>94,941</b>	1,00,047#	<b>Deliveries (MT)</b>	<b>3,90,000</b>	3,60,446#
31	37	31	<b>33</b>	33	Sale of Power (MKWH)	<b>132</b>	114
12,786	12,781	14,656	<b>16,400</b>	14,006	Operating revenue (Rs./t)	<b>14,189</b>	15,678
108	139	143	<b>167</b>	140	<b>Turnover (opr. Inc.) Rs. Cr.</b>	<b>557</b>	541
8	17	11	<b>26</b>	16	<b>EBITDA from Op. Rs. Cr.</b>	<b>62</b>	27
8	12	8	<b>15</b>	12	EBITDA margin (%)	<b>11</b>	5
4	13	7	<b>23</b>	10	PBT from Op. in Cr.	<b>47</b>	8
10	9	9	<b>9</b>	11	Other income Rs. Cr.	<b>37</b>	38
-	-	-	<b>-</b>	-	Conversion Profit	<b>-</b>	(3)
14	22	16	<b>32</b>	21	<b>Total PBT Rs. Cr.</b>	<b>84</b>	43
12	15	10	<b>18</b>	14	PBT margin (%)	<b>14</b>	7
11	16	11	<b>21</b>	11	<b>PAT Rs. crore</b>	<b>59</b>	32
9	11	7	<b>12</b>	9	PAT (%)	<b>10</b>	5
6.83	10.43	7.12	<b>13.76</b>	9.01	<b>EPS (Rs.)</b>	<b>38.14</b>	20.71

# Previous year conversion and trading for 0.22 lakh MT(Q4 Nil) MT .

# Raw materials Cost



## CY Q4'17

	MT	Norm	Rs/t	Rs. Cr
Iron ore	1,66,670	1.756	2,246	38
Coal	86,286	0.909	7,435	64
Dolomite	6,045	0.064	1,570	1
<b>Total</b>				<b>103</b>

## PY Q4'16

	MT	Norm	Rs/t	Rs. Cr
Iron ore	1,69,927	1.698	2,285	39
Coal	83,289	0.832	5,539	46
Dolomite	4,950	0.049	1,585	1
<b>Total</b>				<b>86</b>

## CY '17

	MT	Norm	Rs/t	Rs. Cr
Iron ore	6,75,567	1.732	2,145	145
Coal	3,46,421	0.888	6,400	222
Dolomite	20,265	0.052	1,510	3
<b>Total</b>				<b>370</b>

## PY '16

	MT	Norm	Rs/t	Rs. Cr
Iron ore (*)	6,39,979	1.695	3,276	210
Coal	3,13,691	0.870	6,170	193
Dolomite	15,717	0.044	1,864	3
<b>Total</b>				<b>406</b>

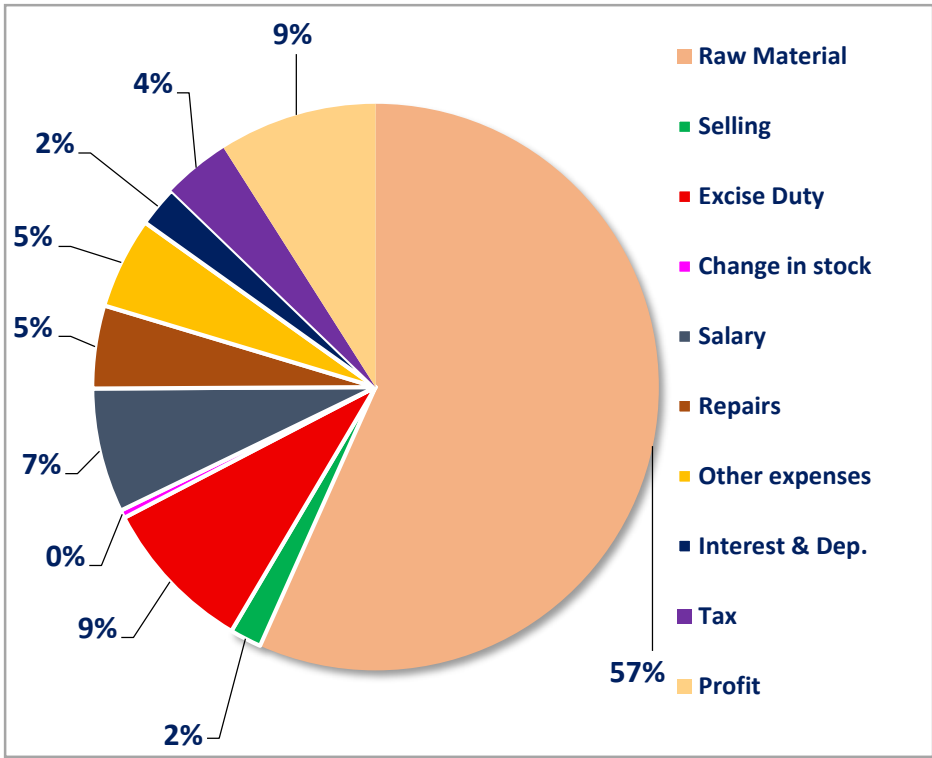
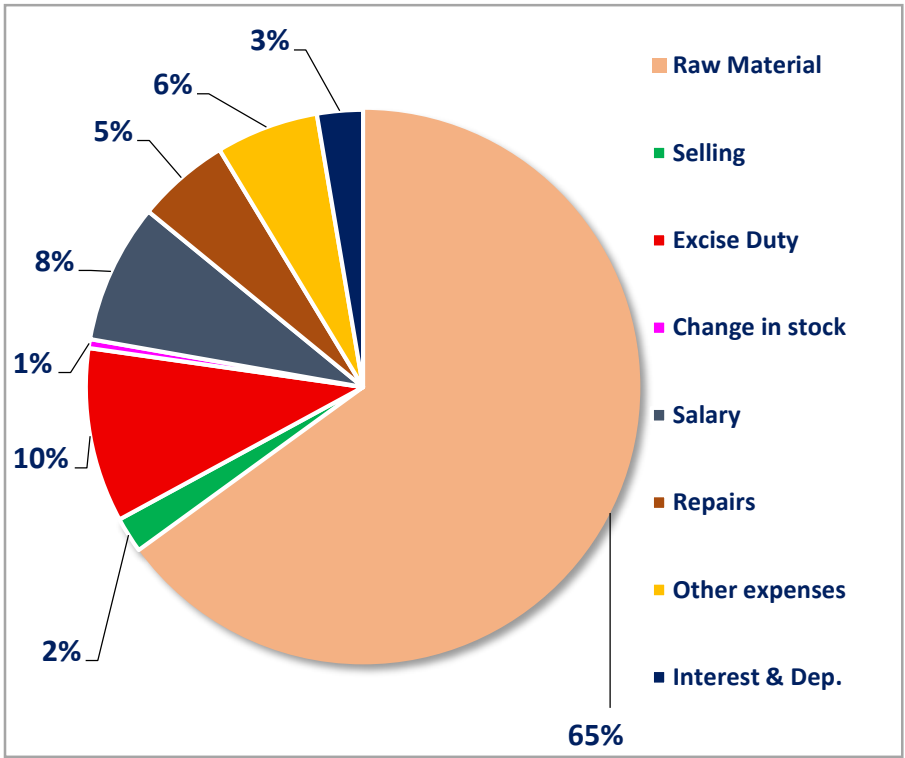
\* Including Conversion & Trading

# Cost and Revenue distribution FY'2017



Raw material cost 65% of total cost in FY'17

Profit Margin 9 % in FY'17



# Thanks

End of Presentation