

**TATA** SPONGE IRON LIMITED

## **Financial Results – Q4 and FY'18**

# Financial Performance - snapshot



	QUARTER					CUMULATIVE	
	CY Q1	CY Q2	CY Q3	CY Q4	PY Q4	CY'18	PY'17
Sponge iron Production (MT)	1,13,024	89,045	1,08,841	<b>1,06,184</b>	94,941	<b>4,17,094</b>	3,90,000
Sale of Power (MKWH)	38	30	39	<b>37</b>	33	<b>144</b>	132
Operating revenue (Rs./t)	17,758	18,164	18,673	<b>22,534</b>	16,400	<b>19,351</b>	14,189
Turnover (opr. Inc.) Rs. Cr.	175	167	215	<b>243</b>	167	<b>800</b>	557
EBITDA from Op. Rs. Cr.	39	34	48	<b>62</b>	26	<b>183</b>	62
EBITDA margin (%)	22	21	22	<b>25</b>	15	<b>23</b>	11
PBT from Op. in Cr.	35	31	43	<b>58</b>	23	<b>167</b>	46
Financial income Rs. Cr.	9	10	11	<b>11</b>	8	<b>41</b>	35
Other income Rs Cr.	1	-	-	<b>1</b>	1	<b>2</b>	2
Total PBT Rs. Cr.	45	41	54	<b>70</b>	32	<b>210</b>	83
PBT margin (%)	24	23	24	<b>27</b>	18	<b>25</b>	14
PAT Rs. crore	31	27	36	<b>47</b>	21	<b>141</b>	59
PAT (%)	17	16	16	<b>18</b>	12	<b>17</b>	10
Unannualised EPS (Rs.)	19.85	17.92	23.37	<b>30.33</b>	13.76	<b>91.47</b>	38.14

# Raw materials Cost



## CY Q4'18

	MT	Norm	Rs/t	Rs. Cr
Iron ore	1,82,330	1.717	2,835	52
Coal	1,02,564	0.966	8,887	91
Dolomite	7,247	0.068	1,679	1
<b>Total</b>				<b>144</b>

## CY Q3 '18

	MT	Norm	Rs/t	Rs. Cr
Iron ore	1,88,827	1.735	2,257	43
Coal	1,04,019	0.956	8,198	85
Dolomite	9,059	0.083	1,471	1
<b>Total</b>				<b>129</b>

## PY 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>

# Raw materials Cost



## CY '18

	MT	Norm	Rs/t	Rs. Cr
Iron ore	7,30,691	1.752	2,426	177
Coal	3,95,509	0.948	8,057	319
Dolomite	30,776	0.074	1,517	5
<b>Total</b>				<b>501</b>

## PY '17

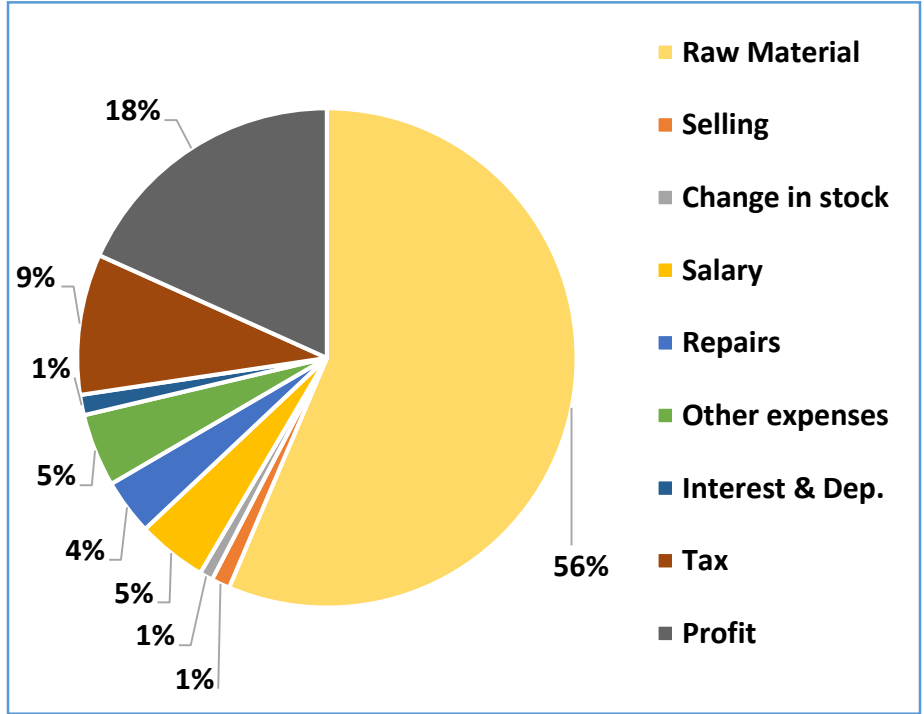
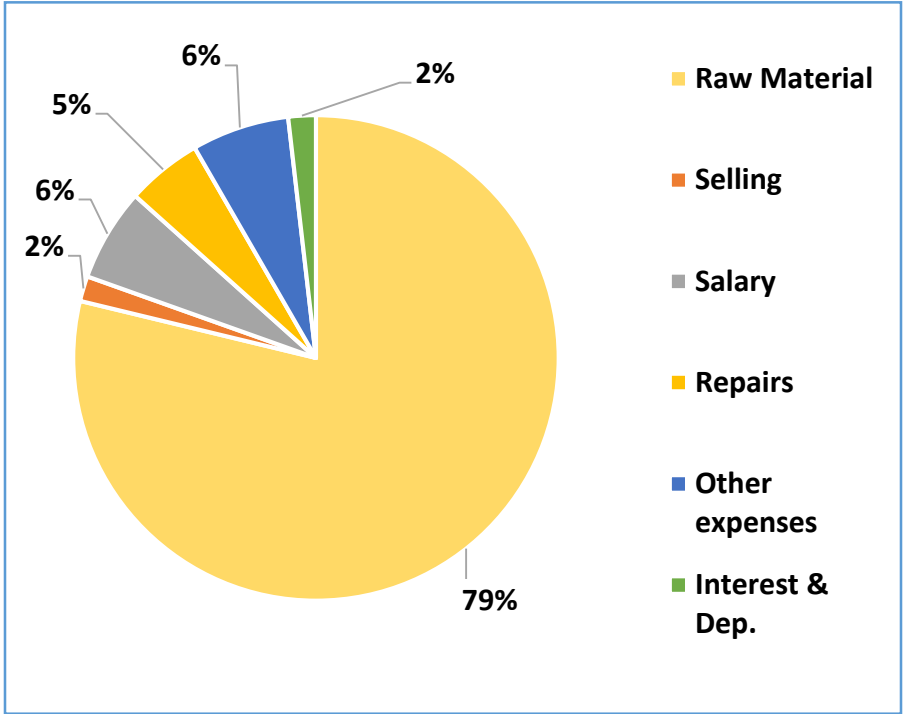
	MT	Norm	Rs/t	Rs. Cr
Iron ore	6,75,567	1.732	2,145	145
Coal	3,46,421	0.888	6,400	222
Dolomite	20,265	0.052	1,510	3
<b>Total</b>				<b>370</b>

# Cost and Revenue distribution Q4'18



Raw material cost 79 % of total cost in Q4'18

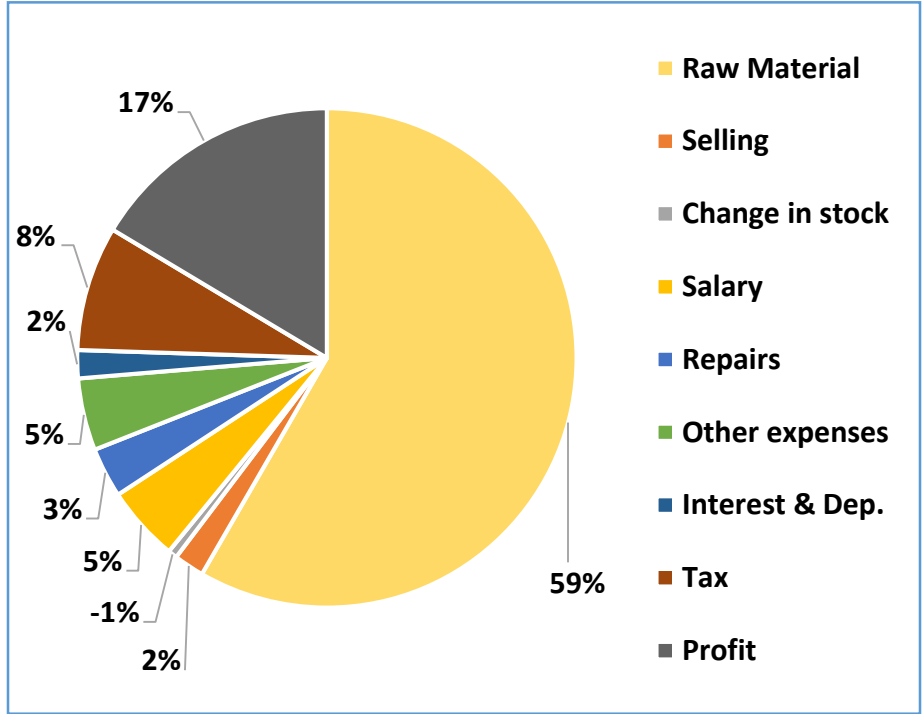
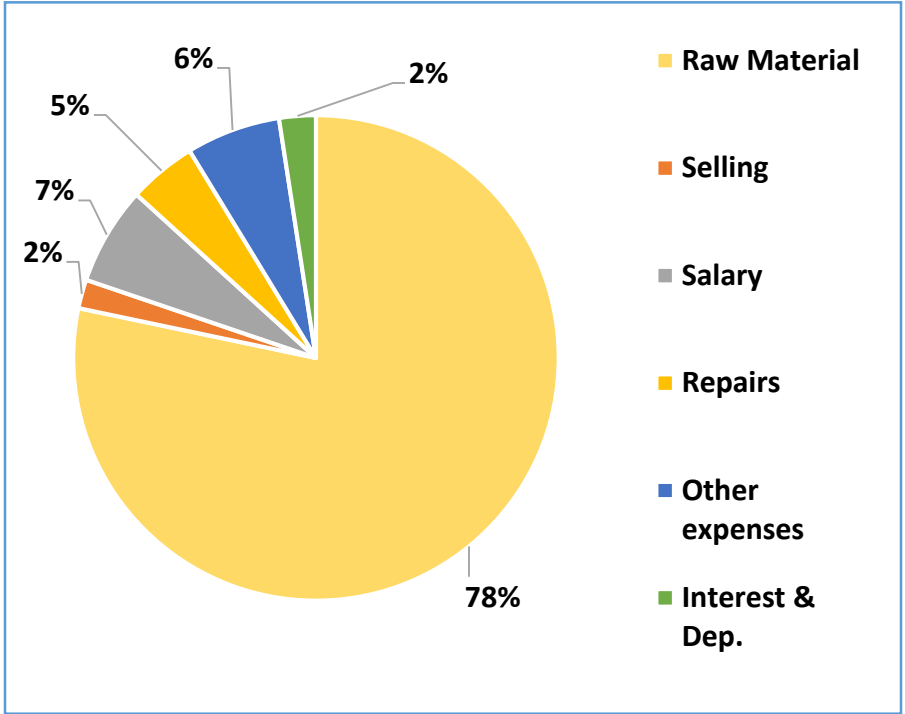
Profit margin 18 % in Q4'18



# Cost and Revenue distribution Fy'18



Raw material cost 78 % of total cost in Fy'18      Profit margin 17 % in Fy'18



# Thanks

End of Presentation