



No.CA-17(44)/2025-26

19<sup>th</sup> March, 2026

The General Manager (MO) Bombay Stock Exchange Through BSE Listing Centre	The Asstt. Vice President National Stock Exchange of India Ltd. Through NEAPS
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**Sub: Change in Composition of SAIL Board.**

Dear Sir,

In terms of the requirements of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, it is hereby informed that subsequent to nomination by Government of India vide Ministry of Steel order dated 18<sup>th</sup> March, 2026, and approval of the Board of Directors of the Company, Shri T.N.Natarajan, Chief General Manager, Steel Authority of India Limited (SAIL) has been appointed as Director (Commercial), SAIL, on 19<sup>th</sup> March, 2026.

It is hereby affirmed that Shri T.N.Natarajan is not debarred from holding the Office of Director by virtue of any SEBI order or any other such authority.

The brief profile of Shri T.N.Natarajan is enclosed herewith.

Thanking you,

Yours faithfully,

(M.B. Balakrishnan)  
ED(F&A) & Company Secretary

Encl: As Above

## **PROFILE OF SHRI T.N. NATARAJAN, DIRECTOR (COMMERCIAL), SAIL**

Shri T.N. Natarajan joined SAIL in 1993 as Management Trainee (Technical) at Bhilai Steel Plant. He possesses over 32 years of diversified experience, with nearly a decade each in Production, Logistics and Sales. His career spans multiple locations and functions, with deep exposure to manufacturing operations, warehouse management, marketing and customer engagement.

In the year 2003, he was transferred to Central Marketing Organisation (CMO) at Bangalore, Warehouse. In 2009, as Warehouse Manager, Chennai, he demonstrated strong leadership by timely finalization of critical contracts, execution of developmental infrastructure works, improving decoiling rate of TMT coils and securing ISO 14001 Environmental Certification— first ever for a SAIL Warehouse. Thereafter, as Branch Manager in Trichy during the period 2014 to 2018, he focussed on market expansion and servicing MSME clusters, thereby, resulting in increase in annual sales. During his tenure as Key Account Manager in Chennai Branch of CMO from 2018 to 2022, he actively engaged with the Key Account Customers to build long-term strategic relationships. As Regional Manager of Western Region from the year 2022, he demonstrated admirable mentoring skills by placing special emphasis on enhancing the capabilities of the Marketing Team through initiatives such as introduction of Monthly Knowledge Bytes Presentation and quarterly In-house Journal; focussing on soft skills of his team through communication workshops; assignment of market research projects to young executives; promoting gender-neutral leadership development and building strong leadership pipeline across branches in Western Region. As a result, these initiatives taken by Shri Natarajan in Western Region led to improvement in market share of SAIL across Chhattisgarh, Madhya Pradesh and Rajasthan; and have driven segmental growth in Fabrication, Earthmoving Equipment, Pre-Engineered Buildings and Oil & Gas.

Shri Natarajan has been instrumental in initiating a shift in SAIL's marketing approach from commodity-based selling to solution-oriented engagement, including the establishment of innovative customer-centric service models. Under his guidance, SAIL's first Ready-to-Use TMT Service Centre has been established at Kalamboli. In addition to this, he has actively contributed towards branding initiatives such as outdoor advertising; trade exhibitions; and dealer, architect & structural designer meets, while also concentrating on marketing channel expansion through Tier-1 & Tier-2 Distributor model.

During his tenure in Central Marketing Organisation, SAIL has achieved above-industry growth for extended spell, strengthened SAIL's brand, expanded high-margin segments and built high-performing teams. Apart from this, Shri Natarajan's leadership has contributed significantly to market share improvement, profitability enhancement, customer loyalty and talent development.

He is known for his strategic orientation and execution excellence, making him a key contributor to SAIL's commercial growth and long-term value creation.