



TML: 4352: 2022

Date: August 02, 2022

The Secretary, Listing Department  
BSE Limited  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai - 400 001.  
Maharashtra, India.  
**Scrip Code: 513434**

The Manager, Listing Department  
National Stock Exchange of India Limited  
Exchange Plaza, 5th Floor, Plot No. C/1,  
G Block, Bandra-Kurla Complex, Bandra (E),  
Mumbai - 400 051.  
Maharashtra, India  
**Symbol: TATAMETALI**

Dear Madam, Sirs,

**Sub: Submission of Presentation to be made to Analysts/Investors**

Please find enclosed herewith the presentation to be made to Analysts/Investors at the 32<sup>nd</sup> Annual General Meeting of Tata Metaliks Limited scheduled to be held on August 02, 2022.

This presentation is being submitted in compliance with Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015.

This is for your information and records.

Yours faithfully,

**Tata Metaliks Limited**

**Avishek Ghosh**

Company Secretary and Compliance Officer

Encl.: as above

**TATA METALIKS LIMITED**

Tata Centre 43 J. L. Nehru Road Kolkata 700 071 India  
Tel 91 33 6613 4200 Fax 91 33 2288 4372 e-mail: [tml@tatametaliks.co.in](mailto:tml@tatametaliks.co.in)  
CIN L27310WB1990PLC050000

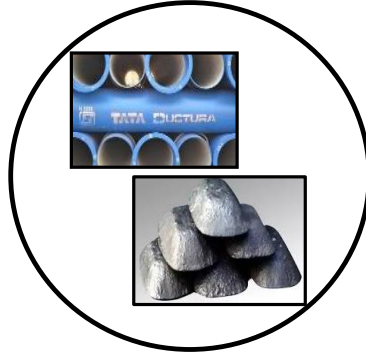
Inspired by Innovation  
Driven by Sustainability



# Performance Highlights – FY'22

**32<sup>nd</sup> Annual General Meeting**  
Tuesday, 2<sup>nd</sup> August 2022

Statements in this presentation describing the Company's performance may be "forward looking statements" within the meaning of applicable securities laws and regulations. Actual results may differ materially from those directly or indirectly expressed, inferred or implied. Important factors that could make a difference to the Company's operations include, among others, economic conditions affecting demand/supply and price conditions in the domestic and overseas markets in which the Company operates, changes in or due to the environment, Government regulations, laws, statutes, judicial pronouncements and/or other incidental factors



**Turnover**  
**₹ 2,746 Crore**  
43% increase Y-O-Y



**EBITDA**  
**₹ 426 Crore**  
7% increase Y-O-Y



**PBT**  
**₹ 339 Crore**  
11% increase Y-O-Y



**Market Capitalization**  
**₹ 2,436 Crore**  
(As on 31<sup>st</sup> March 2022)



**Production**  
5.65 LT Hot Metal  
2.36 LT Finished Pipe



**Net Debt/EBITDA**  
**-0.8x**



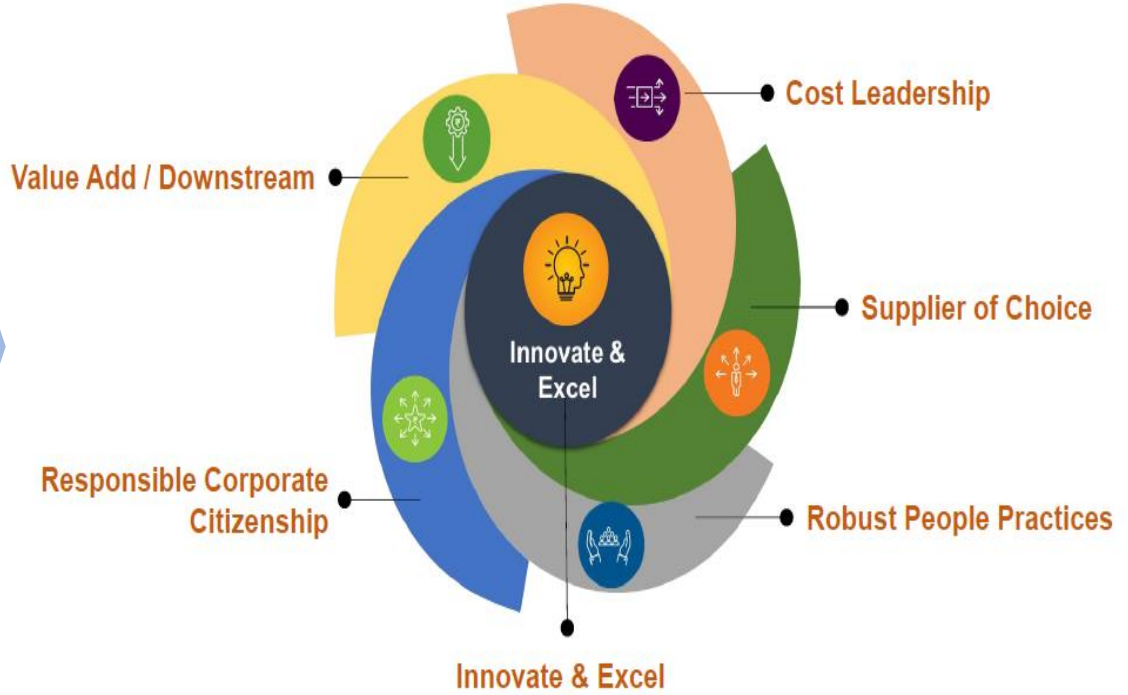
**Vision**



**Mission**



**Values**



**Corporate Goal Card**

**Individual Goal Card**



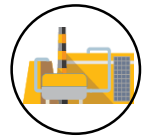
**Human**



**Social & Relationship**



**Natural**



**Manufactured**



**Financial**



**Intellectual**

## Process Safety

- 85% processes - study completed
- 51% recommendations implemented

## Risk Management

- Risk Heat Map for all key processes developed
- **PSSR** for all new projects

## Behavioural Safety

- Focus on **Capability building** through various modes including E-Learning modules, animation films and Virtual Reality



Awareness Campaigns



Assistance during the Pandemic



Health check up for employees and community

# SAFETY FIRST



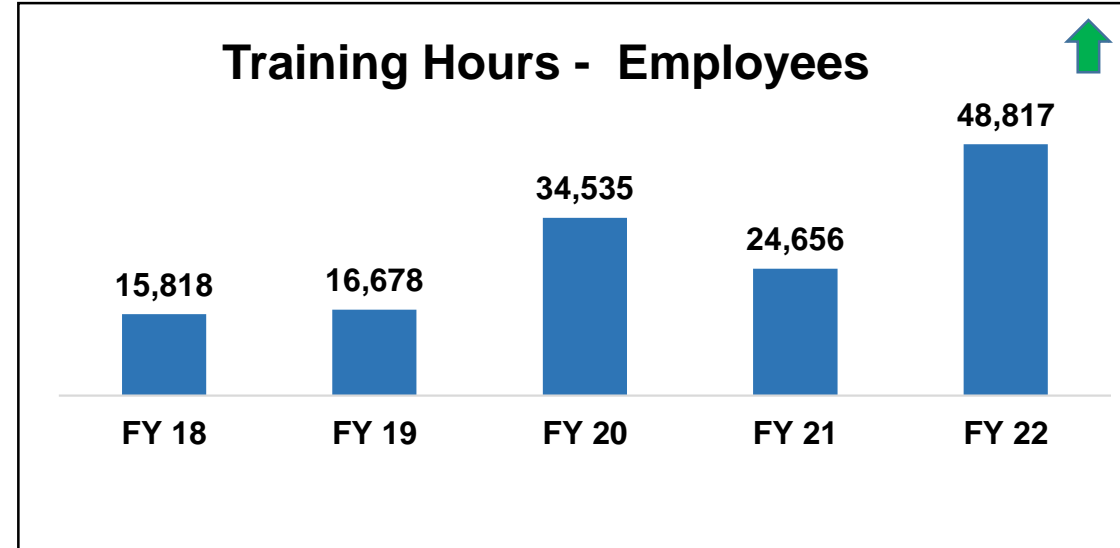
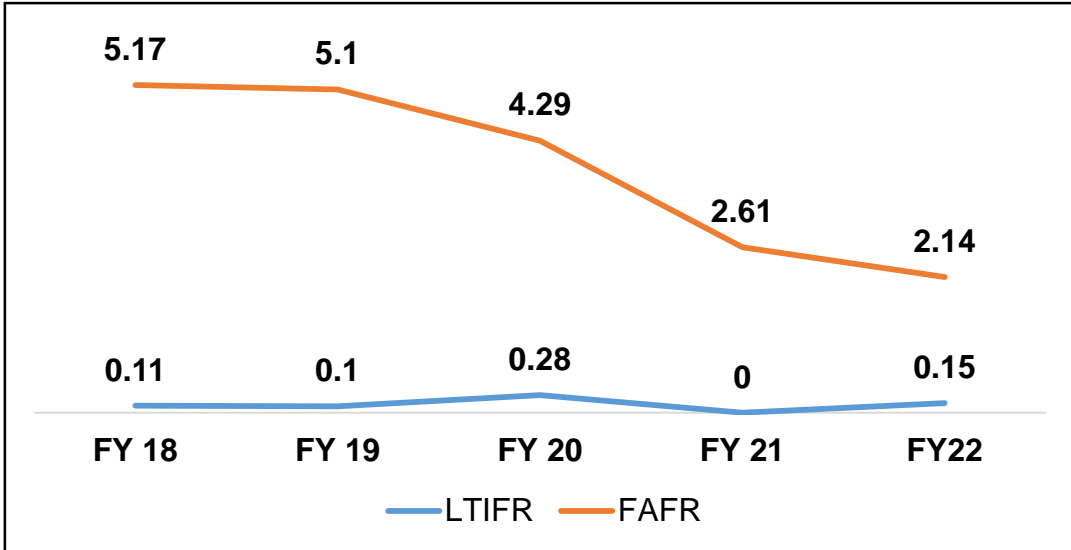
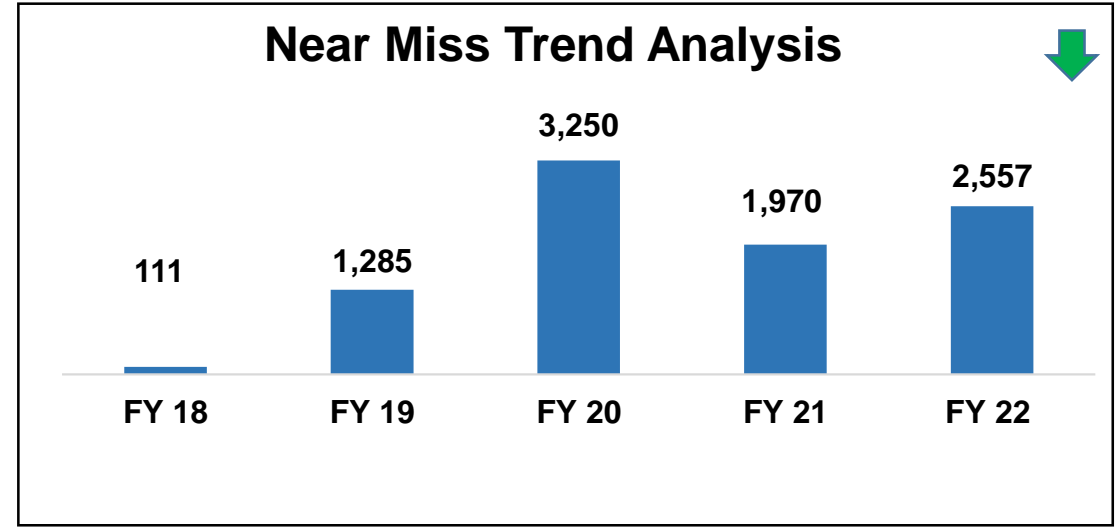
Vacuum Loading System for safe loading and despatch of Ductile Iron Pipes



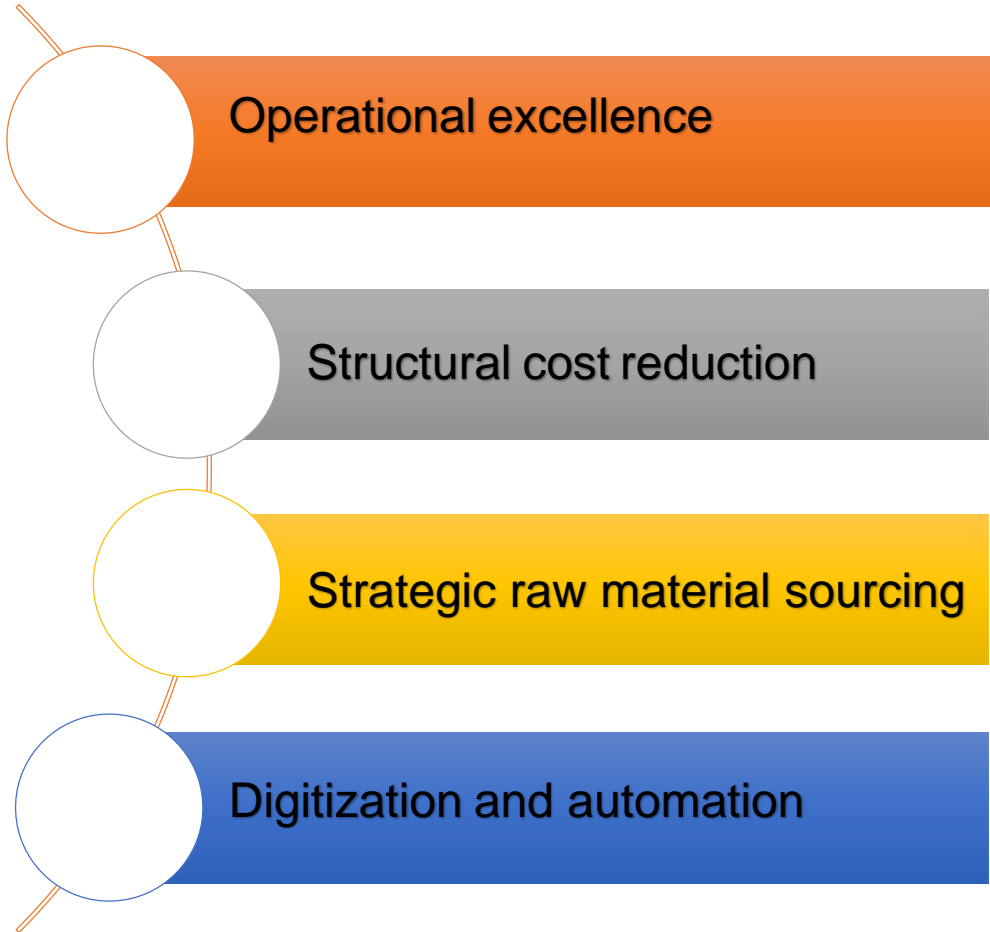
Installation of Robots in various activities leading to reduction in 60% hand injuries



TML Scored **72 out of 100** in the SMILE Assessment



**Focus Areas**



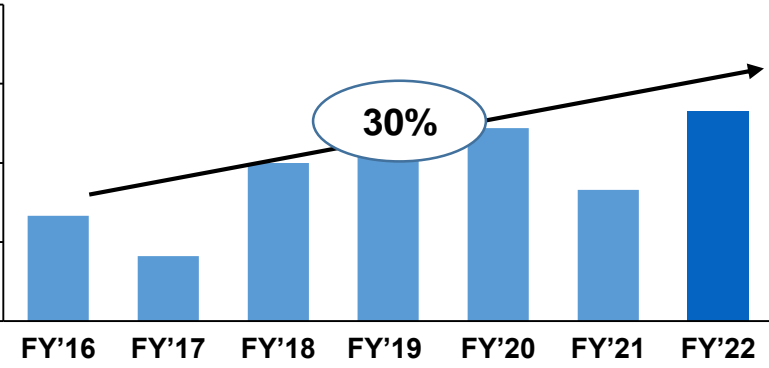
**Key initiatives**

- **Improved Blast furnace productivity through additional blowers, enhanced oxygen and Level 2 automation**
- **Increased In-house coke production** has helped us offset market coke price volatilities, in turn reducing our overall production cost.
- **14 Robots deployed** to improve Safety, productivity and efficiency-1st in DI pipe industry in India; **21 more robots** within FY'23
- Usage of **Augmented Reality (MR)** for remote assistance

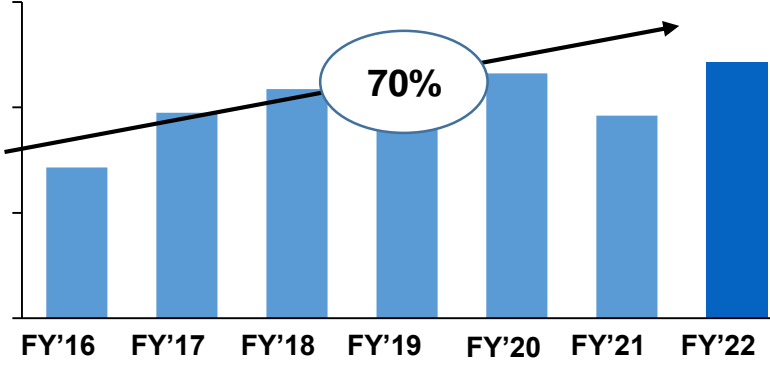


**Shikhar 5000**

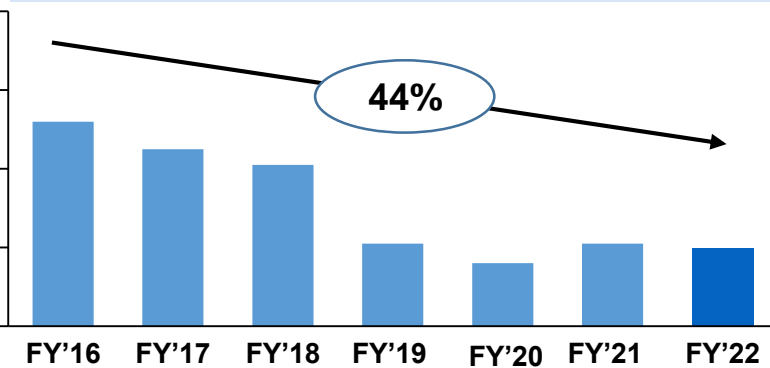
Hot Metal Production - LT ↑



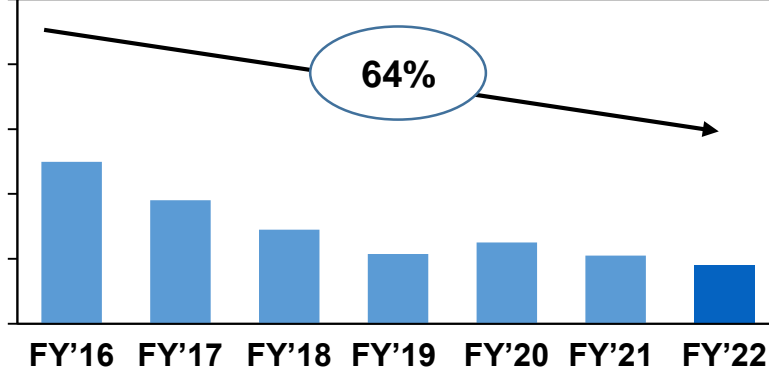
Cast Pipe Production - LT ↑



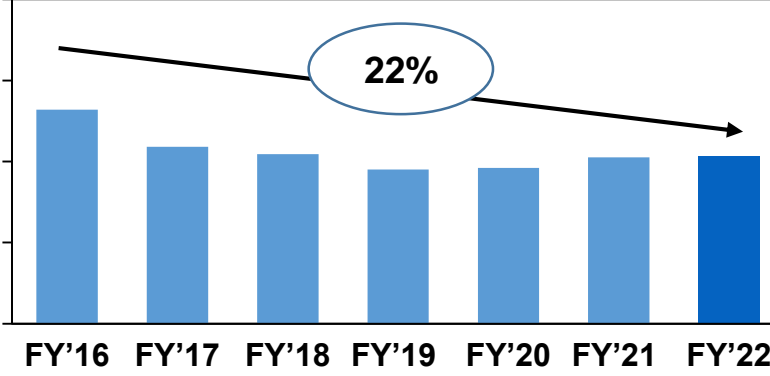
Melting & Casting loss in DIP % ↓



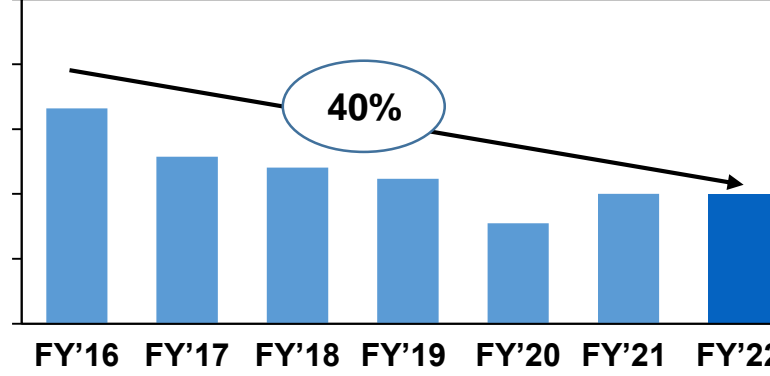
Rejection % ↓



Power Cons kWh/ t DIP ↓

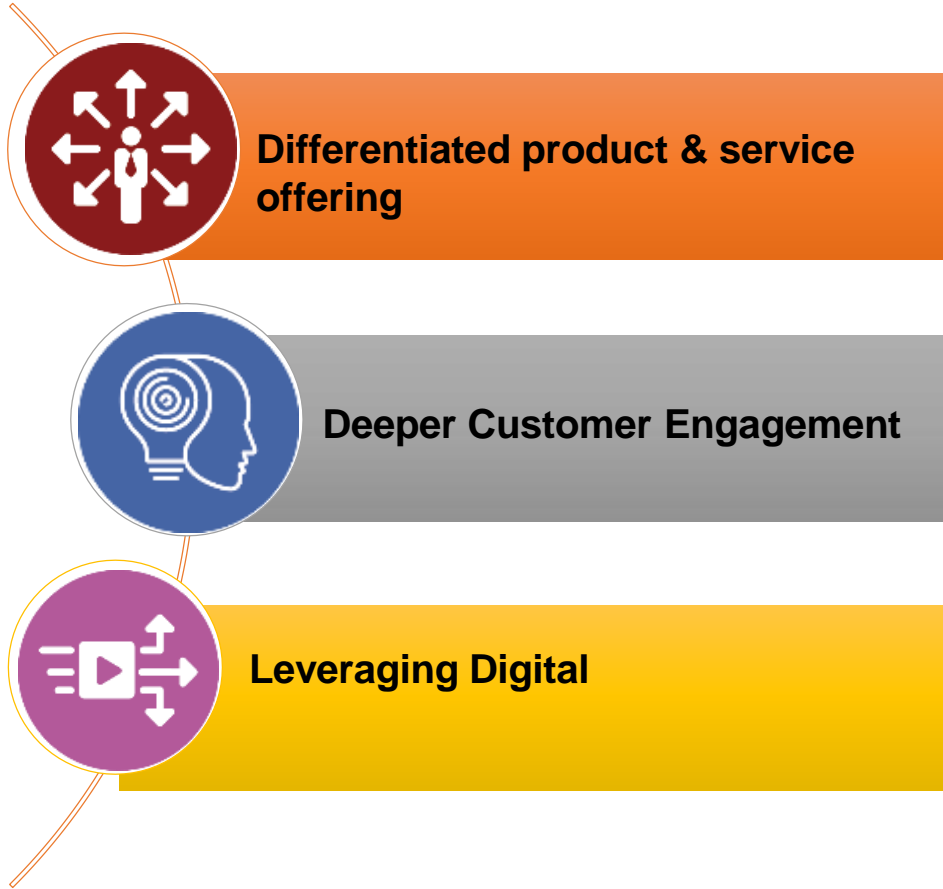


Conversion Cost of DIP - Rs./t ↓



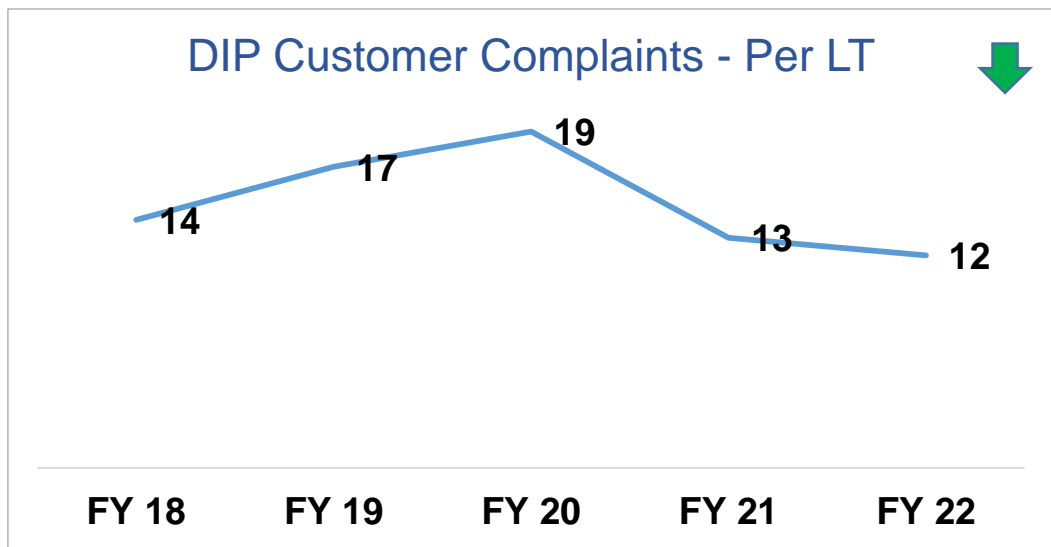
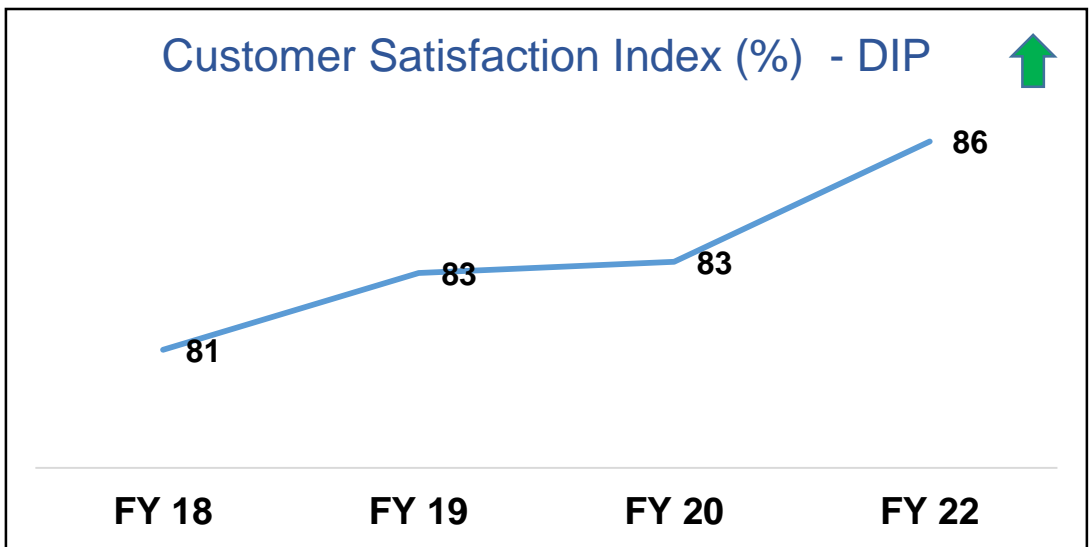
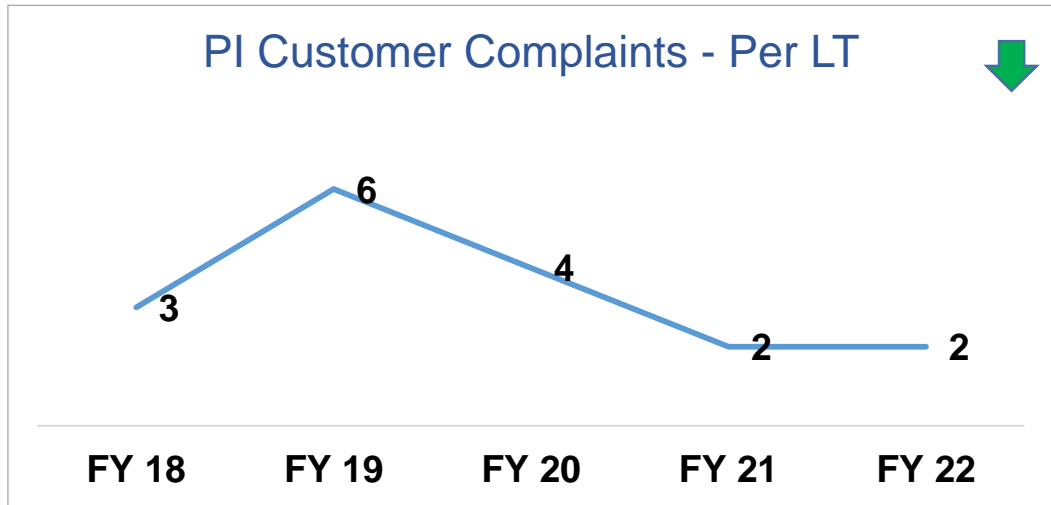
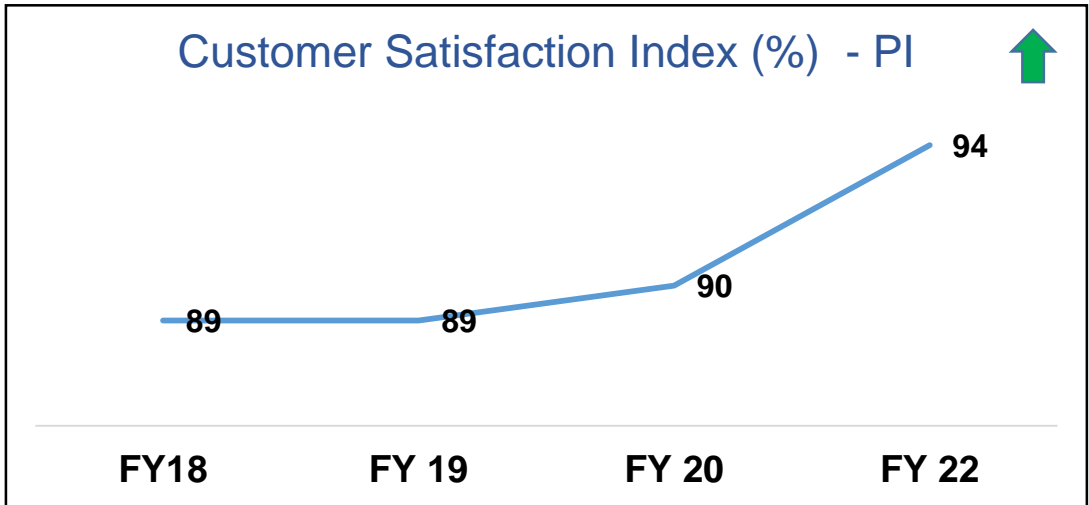
**Impact of improved operational practices, use of Automation and Digitization & capability development of workforce**

**Focus Areas**



**Key initiatives**

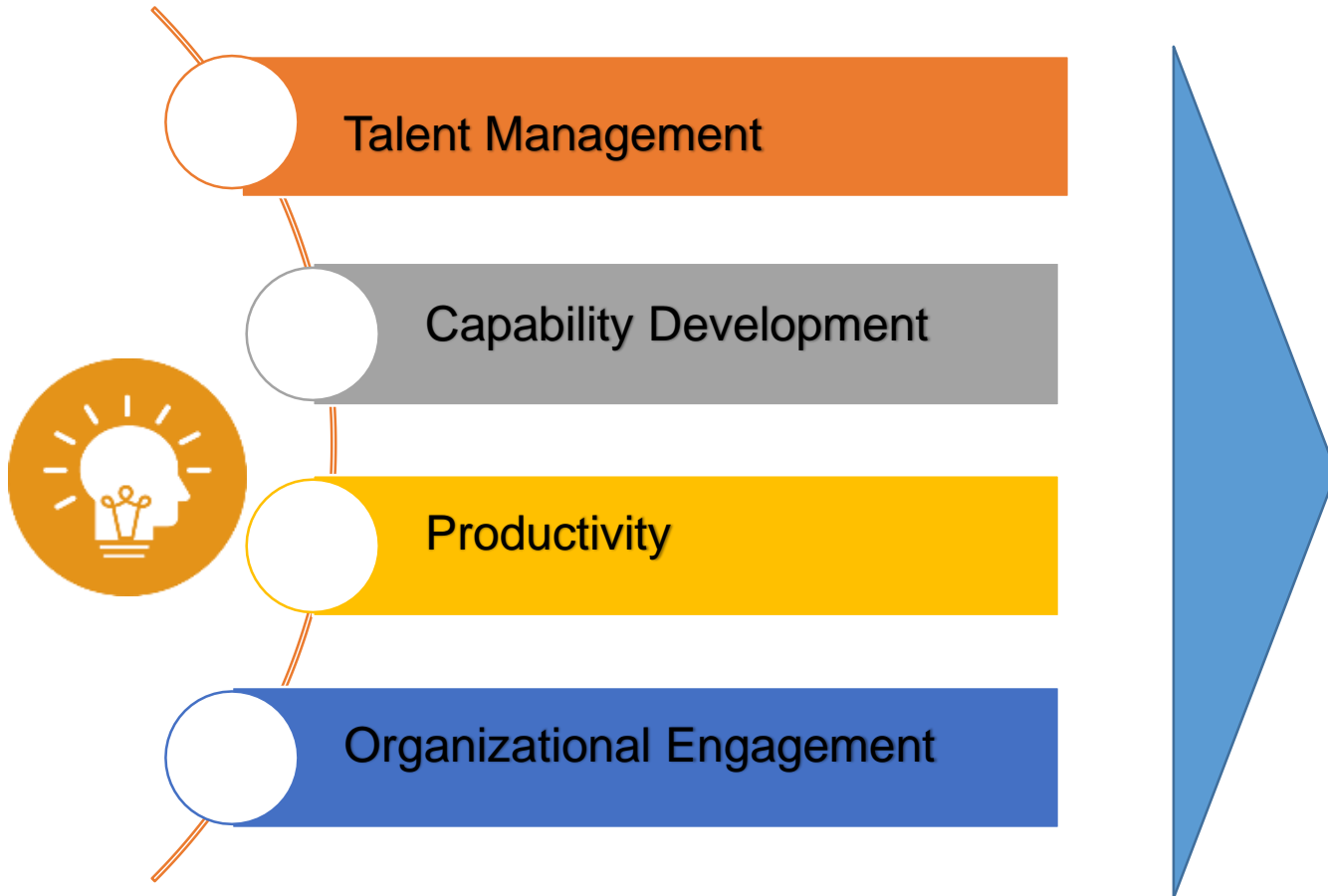
- **Implemented Customer Relationship Management (CRM)** platform for Channel partners that offers online order booking facility besides real time visibility of orders, payments, stocks, status of complaints, etc. **~70% orders in Pig Iron business placed using the platform in FY'22.**
- Start of Technical Services monetization- launched for PI and in progress for DI pipes
- **Predictive analytics** being used for pig iron price forecasting for last 3 years with benchmark accuracy



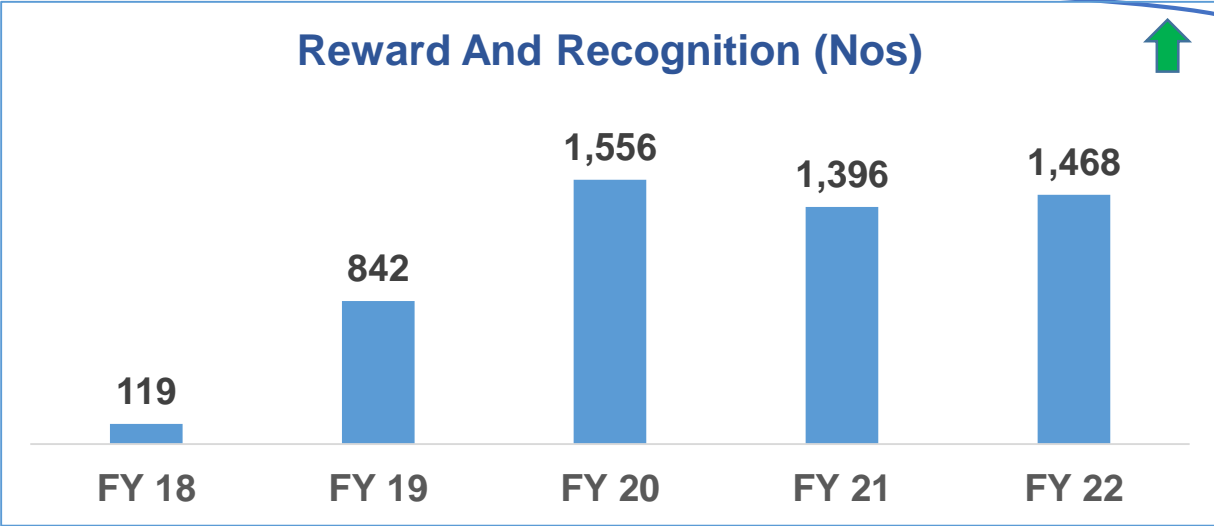
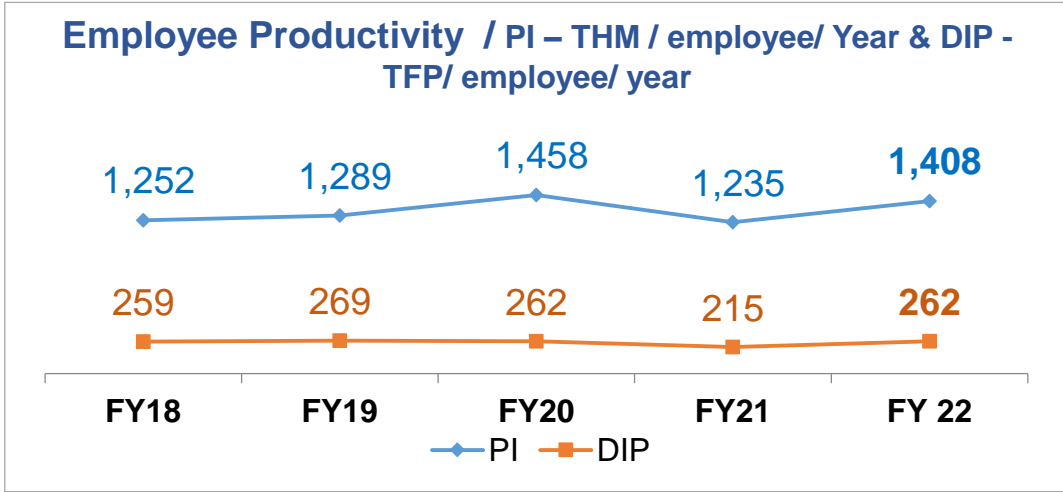
**Market Share**  
**PI ~23% | DIP ~12%**

**Focus Areas**

**Key initiatives**



- **DIP-2 Recruitment – Seamless Hiring and Onboarding of 500+ new hires**
- Sensitization drive in progress with the goal to hire from the **LBGTQ+ community**
- **Deployment of E-learning modules and Virtual Reality** for capability development
- Implemented new HRMS platform “**DarwinBox**” for improved employee experience
- **New policies like Work From Home & Self Directed Learning**

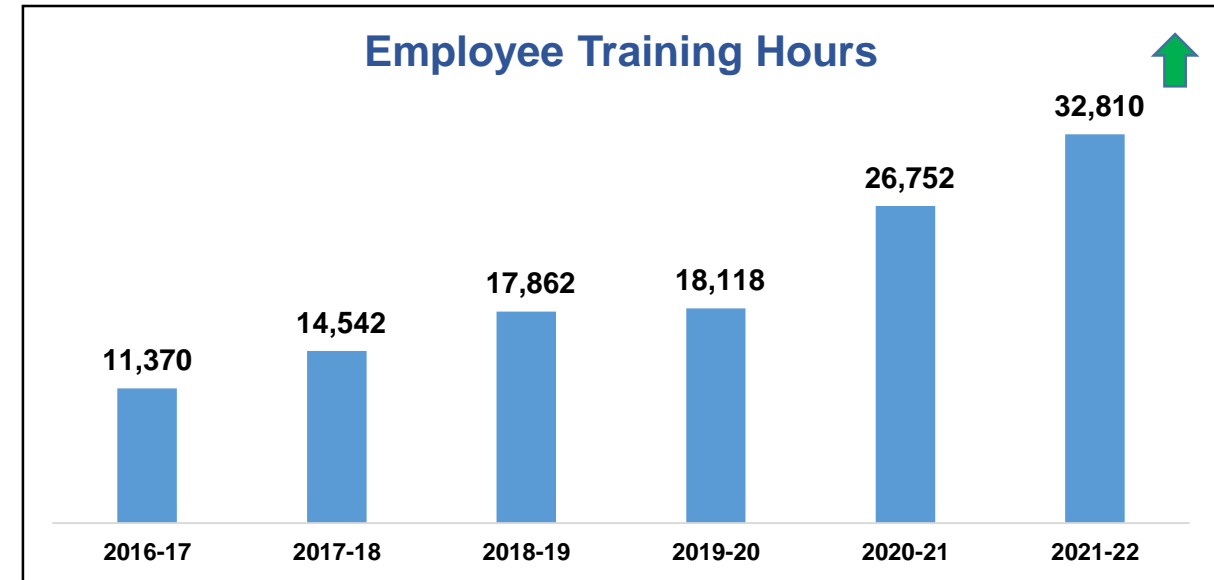


**4.6**  
Training Effectiveness  
(On a scale of 5)

**4.08**  
Employee Engagement Score  
(On a scale of 5)

**2.85%**  
Women in the workforce

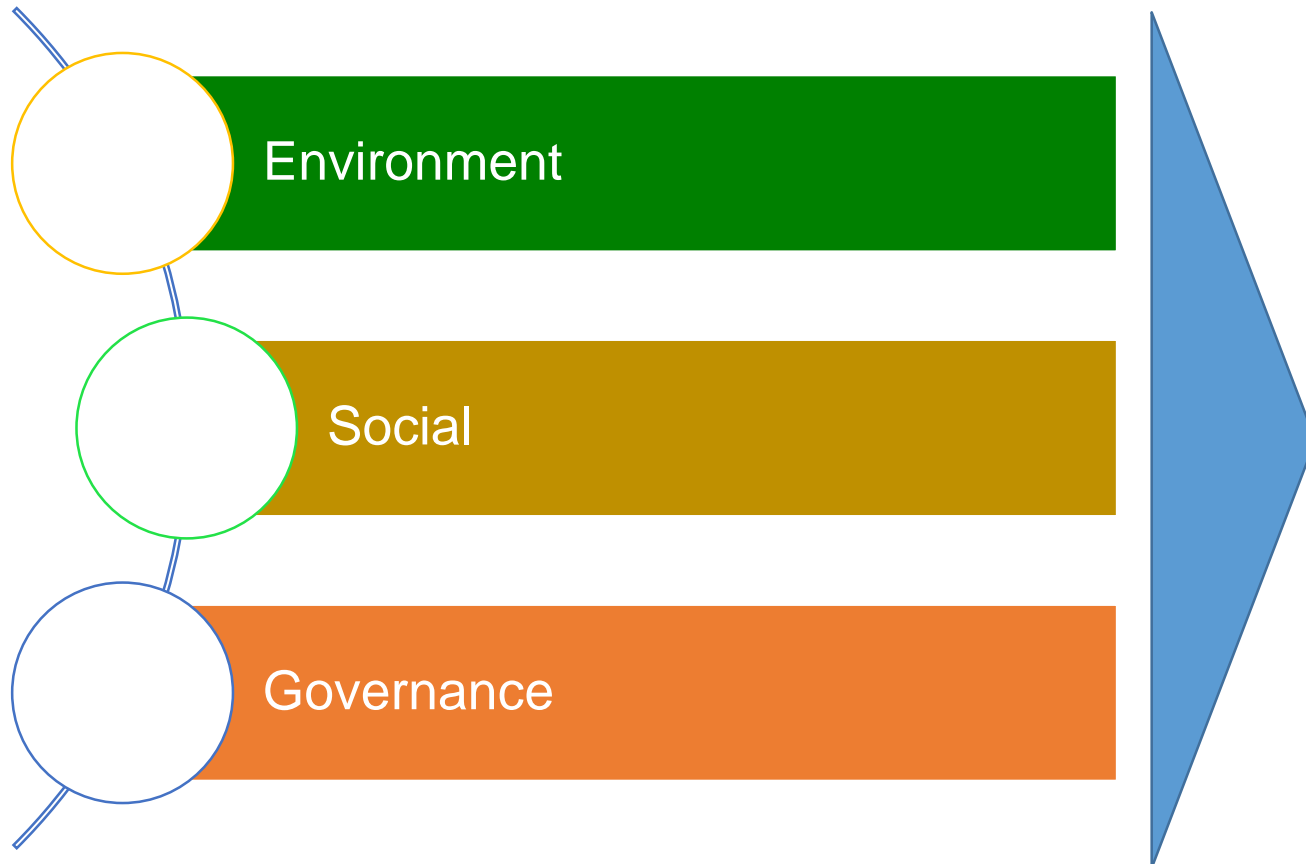
**7:1**  
Engagement Ratio  
(Best Engagement ratio in India across Industries)





**Focus Areas**

**Key initiatives**



**Environment**

**Social**

**Governance**

- **Managing our footprint** – Solar Power unit, EVs and Energy Efficiency initiatives
- **Water sustainability project (Jal se Jeevan)** - With an aspiration of being **water positive by 2025**
- **TML 300 school project** –To enhance access and quality of school education with the goal of child labour free community
- **Embedding Best Practices and going beyond compliance** – Integrated Reporting - BRSR, CDP Disclosure, CAP assessment



**6<sup>th</sup> Position in Employee Volunteering in the Tata Group**



**35,000 +**  
Beneficiaries



**Pond excavation for water harvesting**



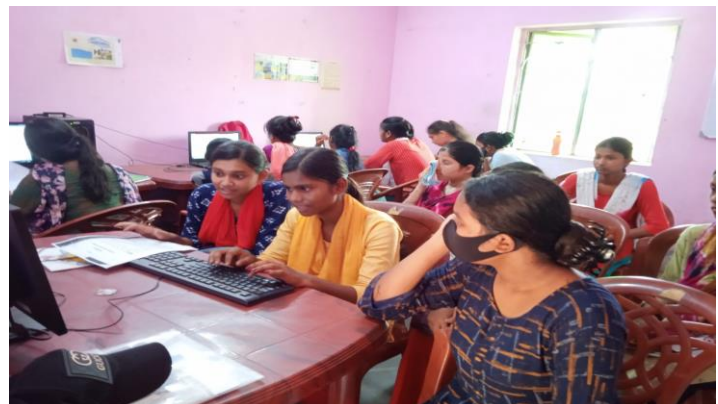
**Tata Metaliks Skill Development Centre**



**Improved Method Of Paddy Cultivation**



**TML 300 School Project**



**Digital Literacy Classes**



**Solar power run drinking water system**

**Focus Areas**

**Key initiatives**

**Growth strategy – focus on DIP**

**Extend domestic footprint**

**Enhance product range**



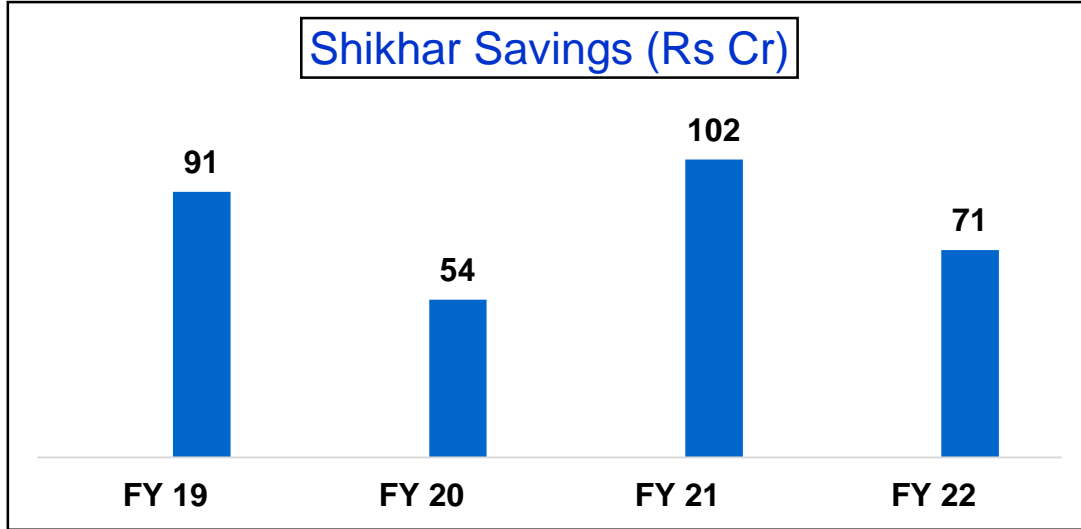
- **Robust demand in the DIP business expected in the next 4-5 years** due to significant thrust by the Government in the water infrastructure sector through its JJM (Jal Jeevan Mission) initiative
- **Commissioning of new DIP plant (phase-1) using Augmented Reality - to double our DI Pipe capacity to 4 LTPA; it is a digital smart factory based on Industry 4.0 principles**
- **Expand domestic footprint** and enhance presence in different global geographies

**New Ductile Iron Pipe Plant**



**Key initiatives**

- **Project ARUNA** - to drive EBITDA accretive data analytics projects across business functions.
- Deployment of **Virtual/augmented reality based remote maintenance**
- **Collaboration** with academic institutes & start-ups
- **Data Strategy** design & Implementation



**FY'22**

**Knowledge Management Portal**

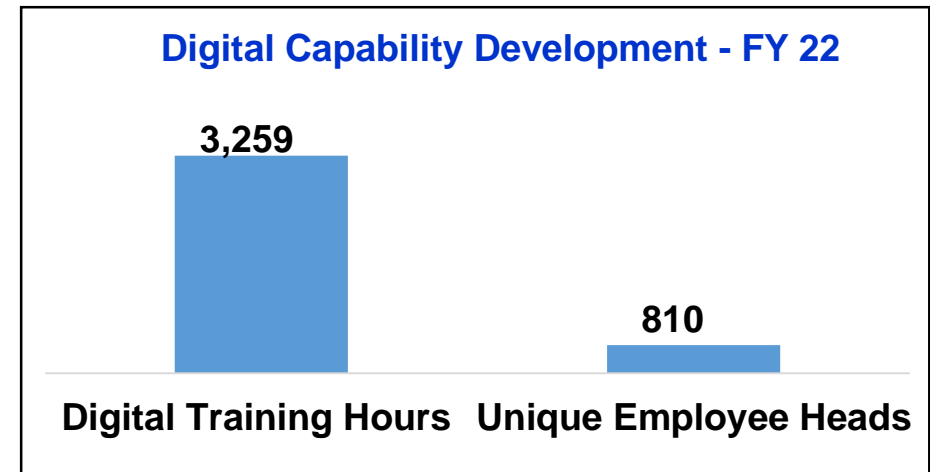


**No of Hits**  
**1721**

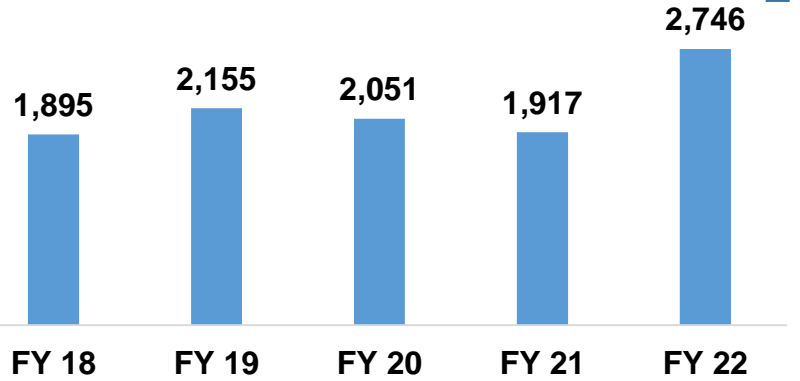
**Ideation Portal**



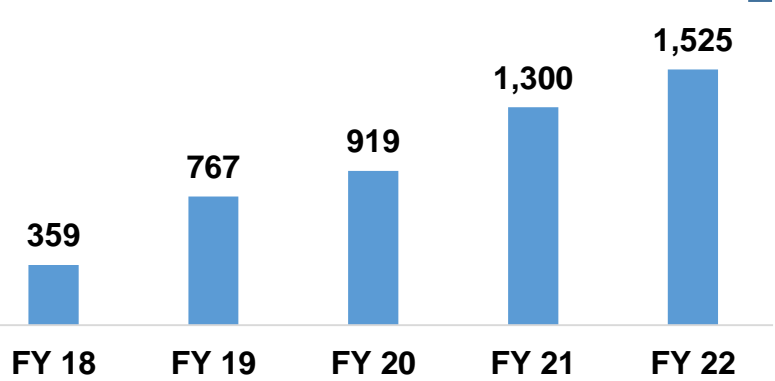
**No of Ideas**  
**935**



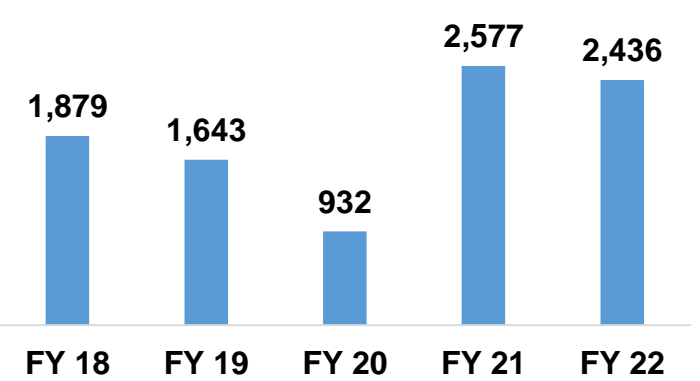
### Turnover (Rs Cr)



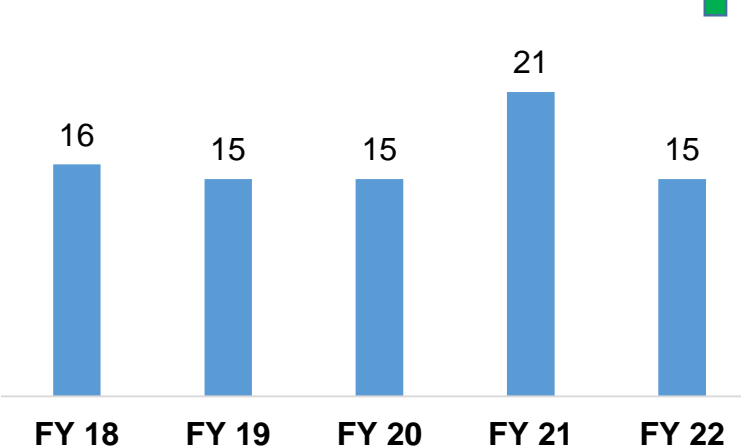
### Net Worth (Rs Cr)



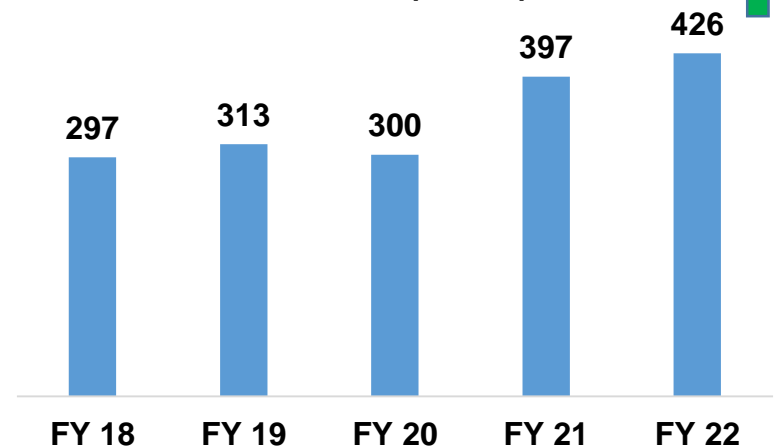
### Market Cap (Rs Cr)



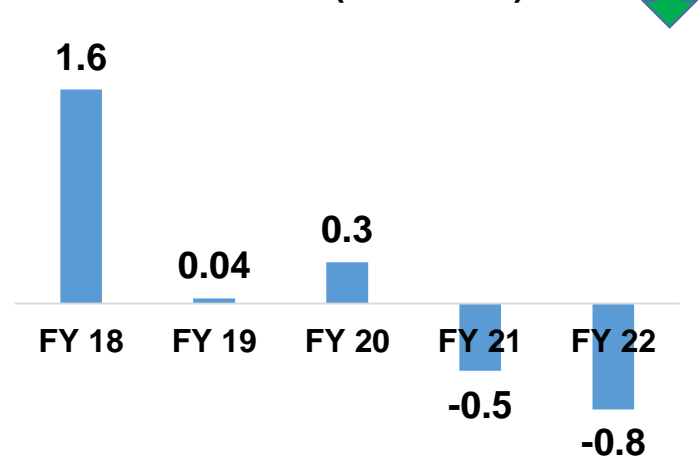
### EBITDA Margin (%)



### EBITDA (Rs Cr)



### Net Debt (EBITDA/x)





**Awarded “GreenCo Gold” in GreenCo Assessment by CII – Sohrabji Godrej Green Business Centre**

Received “**CAP Oriented Award**” under the Climate Action Plan (CAP)

**CII Digital Transformation Award for Robotics**

**TAAP Award for crossing the 550 - 600 band**

**4.5 stars- Rating Received in CII ENCON Award**



**Best in Class for Individual Es - Essential Enablers and Education pillar & TAAP Recognition for Significant Adoption**





**Thank You**