

Tata Steel (Thailand) Plc. welcomes Media Team

**Presentation: Operating Results of Q3FY19
(October – December 2018)**

February 4, 2019



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.

- **Operating Performance of Q3FY19**
 - Corporate Citizenship
 - Update on Business Environment and Markets
 - Q3FY19 Performance
 - Business Outlook
- **Sale of Shares of TSTH by Major Shareholder**

Pride and Success in Q3FY19



31 Oct. 2018: TSTH received “SET Sustainability Awards 2018” for Outstanding Sustainability and “Thailand Sustainability Investment Award 2018” from the Stock Exchange of Thailand.



7 Dec. 2018: TSTH received “Sustainability Report Award 2017” in Recognition Level from Thai Listed Companies Association, SEC and Thaipat Institute.

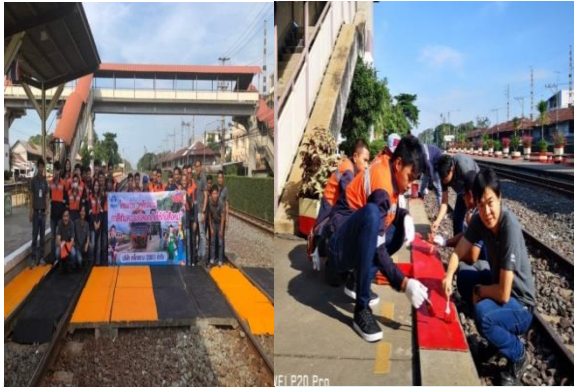


20 Dec. 2018: NTS won the “Prime Minister’s Industry Award 2018” on Quality Management.

Mission on Corporate Social Responsibility



Community Nearby Our Plants



SISCO: "Painting for better safety in communities" at Bann Mhor Train Station, Saraburi Province.



NTS: Gave drinking water to Bowin Emergency Service, Chonburi Province for the campaign of "7 dangerous days Driving during New Year19"



SCSC: supported the Islamic community for making merit in "Traditional Nurul Hadayah"

Children in Remote Area



"Grow Smart with Tata Steel Book Corners": granted to 5 schools in Satun Province & one mobile library to Primary Educational Service - Yasothon Area 2. Currently covered 302 schools & 60 Provinces.

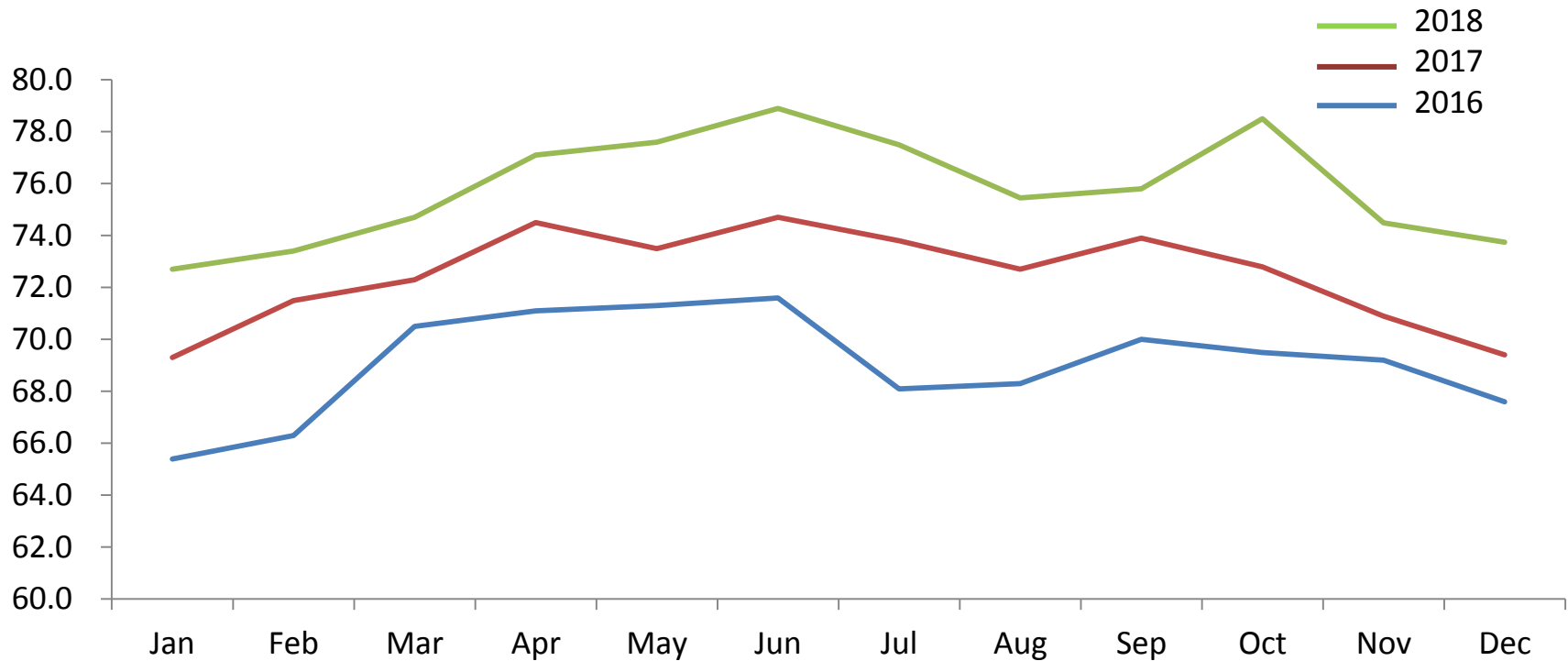
Environment



Tata Companies Group in Thailand joined hands together once a year on the project of "FORest FOR Life FOR our Beloved KING" with 1,000 Trees Planting at Klong Tumru Subdistrict, Chonburi Province.

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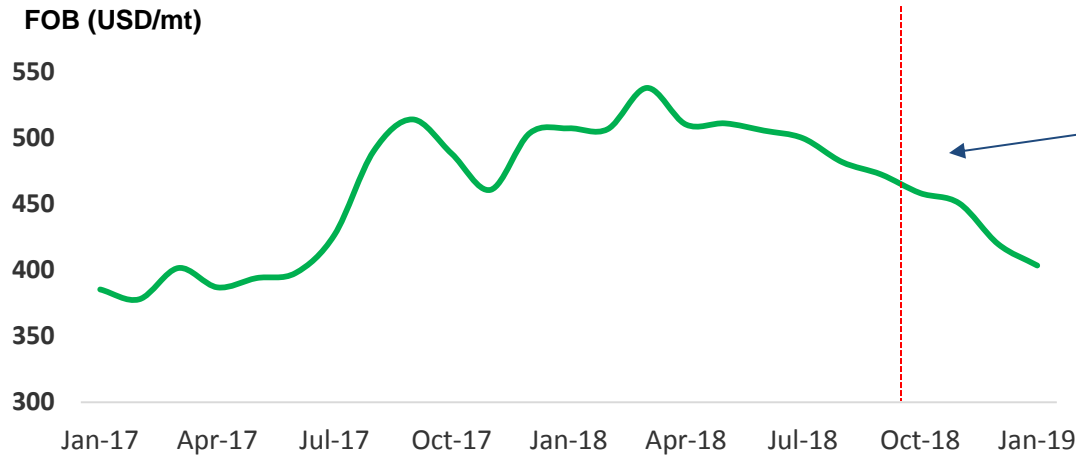
Global capacity utilization



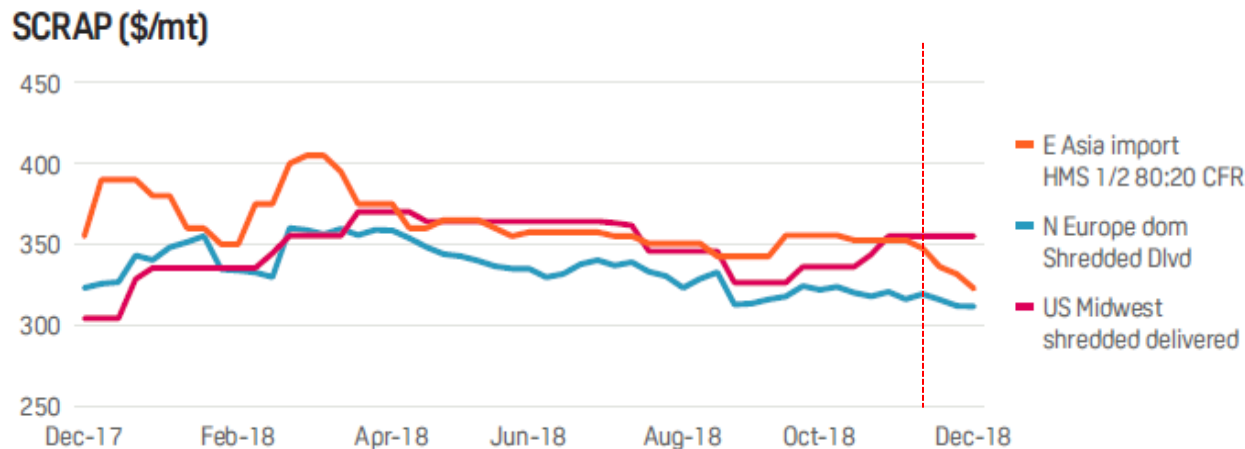
- Global crude steel output grew by 4.6% Y-o-Y in 2018 (Jan-Dec) reached 1,808.6 MT.
- China's crude steel production in 2018 reached 928.3 MT., up by 6.6% Y-o-Y and China's share of global crude steel production increased to 51.3% in 2018.
- Thailand' crude steel production in 2018 is 4.3 MT., down by -3.5% Y-o-Y. Capacity utilization in Thailand for Long steel products are around 40%.

Sharp decline in international billet price since mid Oct.18

Scrap price followed trend since mid Dec.18.

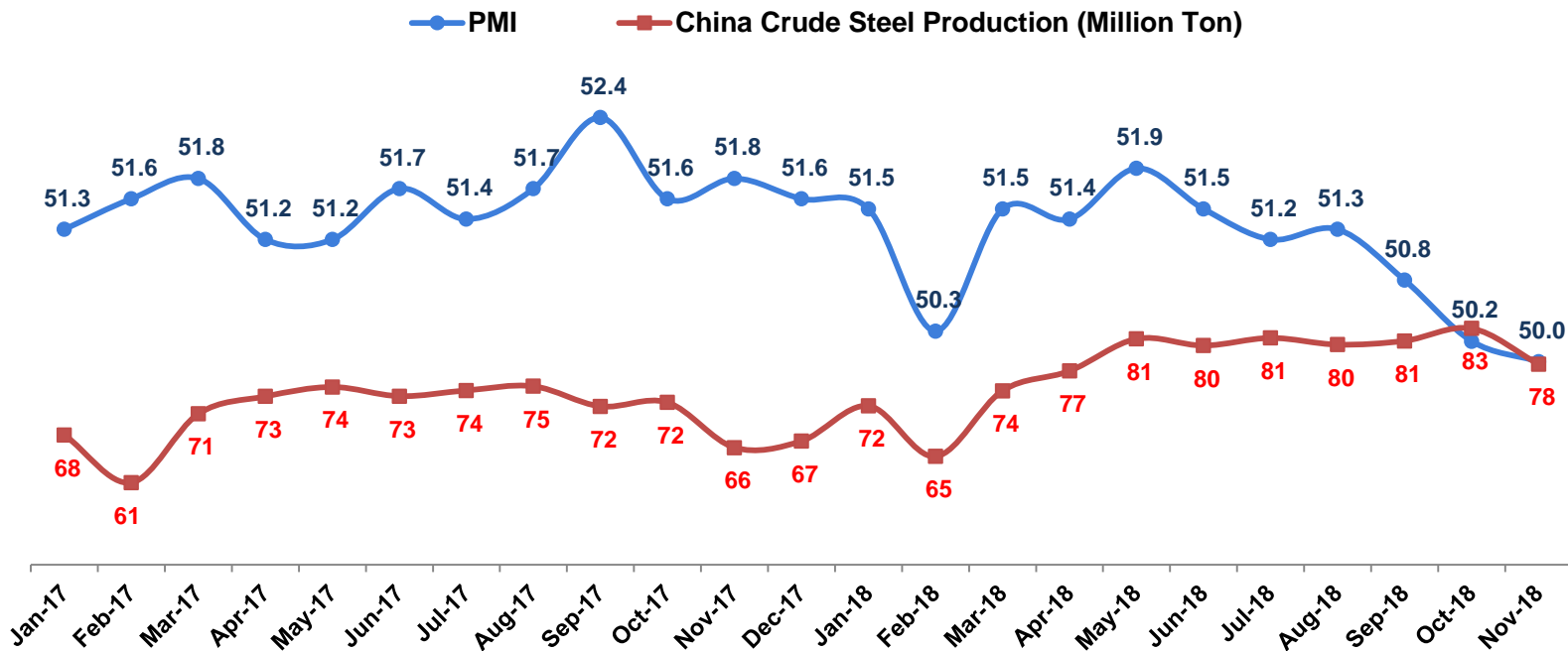


Billet price dropped by approx. 70 USD/pmt since Oct.18 triggered by Turkey & Russia. Vietnam & Malaysia followed suit.



Scrap remained relatively strong till early Dec.18 and thereafter have started to decline. Stable since mid Jan

China posted weakest factory growth in last 28 months

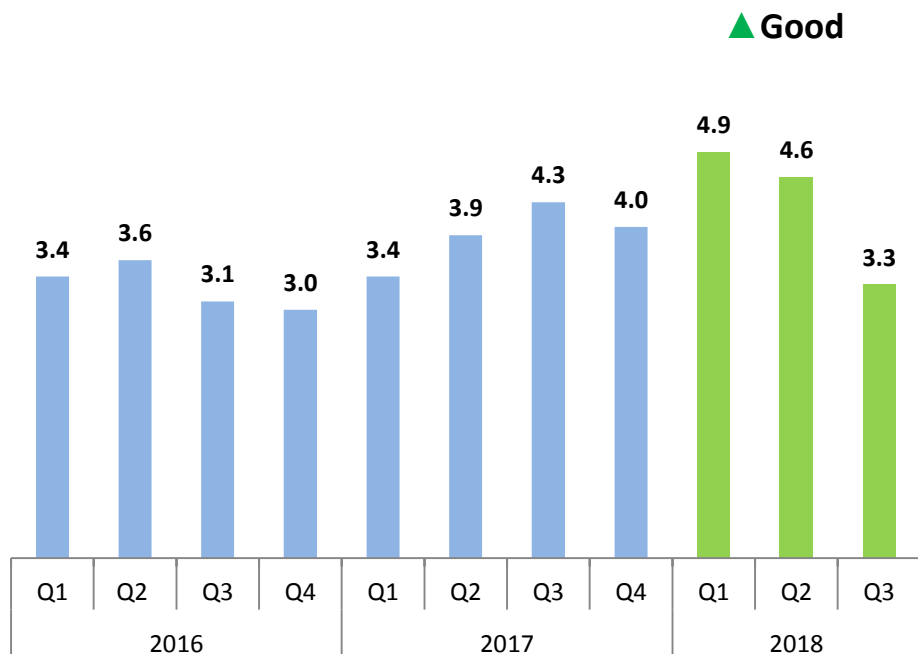


PMI: Purchasing Managers' Index published by the National Bureau of Statistics

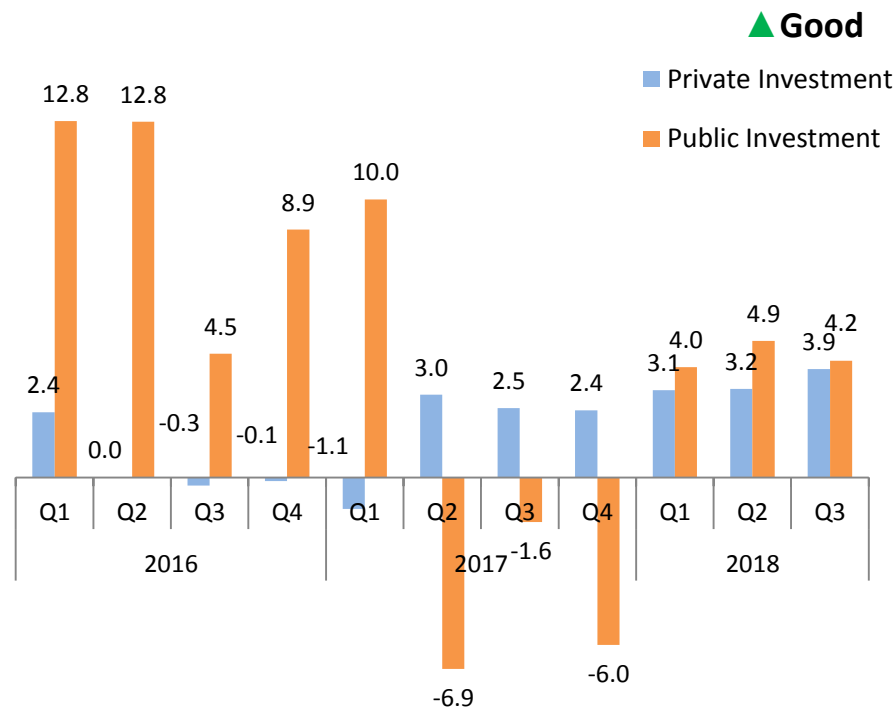
- Weak domestic demand and dumping by Turkey & Russia in South East Asia resulted in Rebar and Wire rod price offers from China declined by over 80 USD/pmt within a span of 1 month
- Domestic spot market relatively stable in Jan.19 ahead of Chinese Lunar New year (Feb 4-10)

- In Q3 2018, GDP expanded by 3.3% y-o-y, contracted from previous quarter following slow down in exports.
- Private consumption and private investment showed improvement, public investment decreased.
- Political instability may have an adverse impact on Thai economy which is largely driven by investments in 2019

Thailand GDP Growth (%)



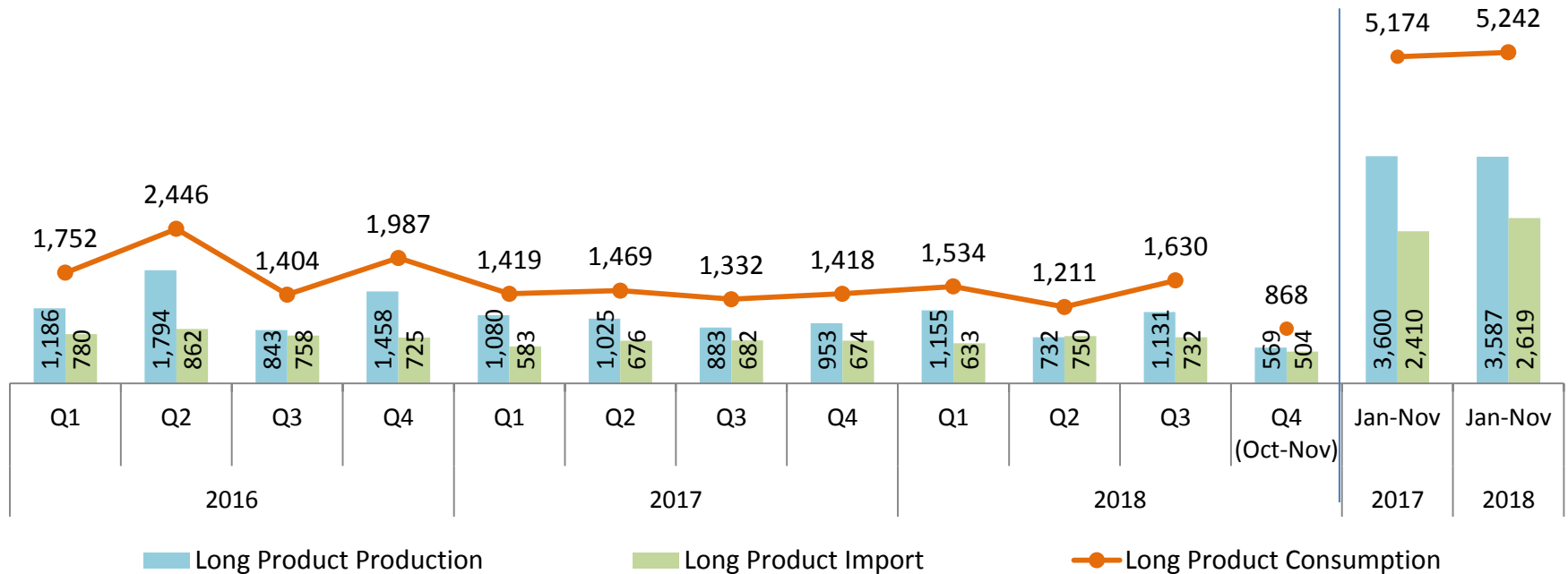
Thailand Investment (%)



Long products steel scenario in Thailand



Unit : '000 tons



- Jan-Nov data shows consumption up by 1.3% Y-o-Y.
- Domestic scrap price stable in Jan.2019 though market fundamentals have not improved.
- Dealers & Customers reluctant to keep material in stock and only buying what is getting consumed.
- Induction furnace route material setting the market price in case of Rebars and Sections.

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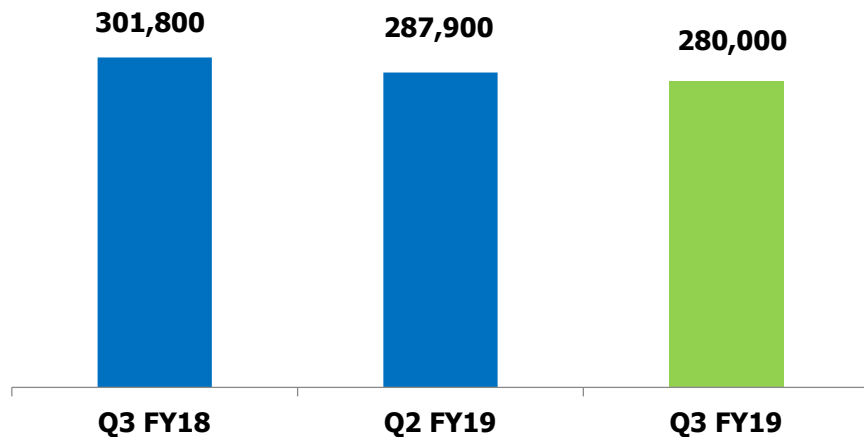
Sales Volume Q3FY19

▲ Good

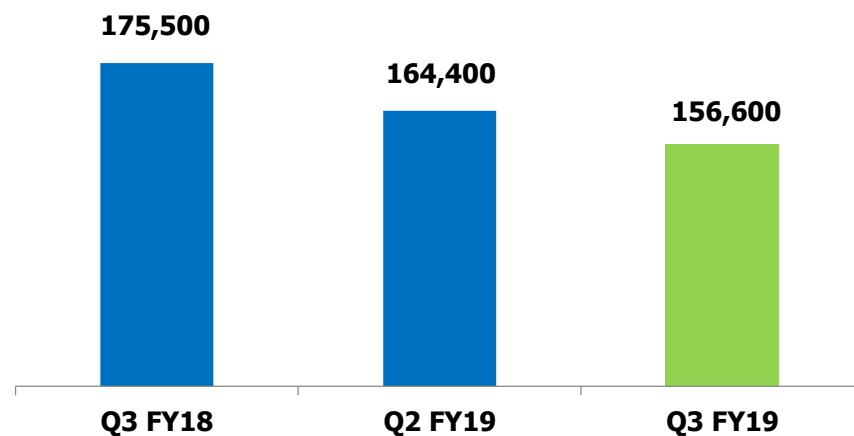
Unit : Tons



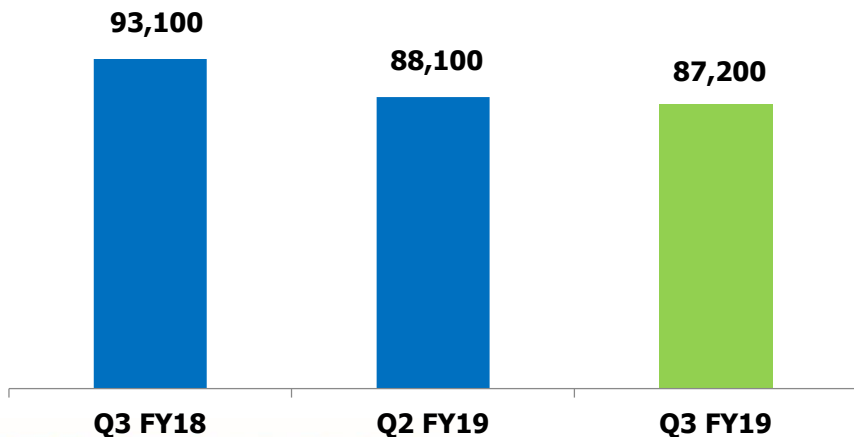
Total sales



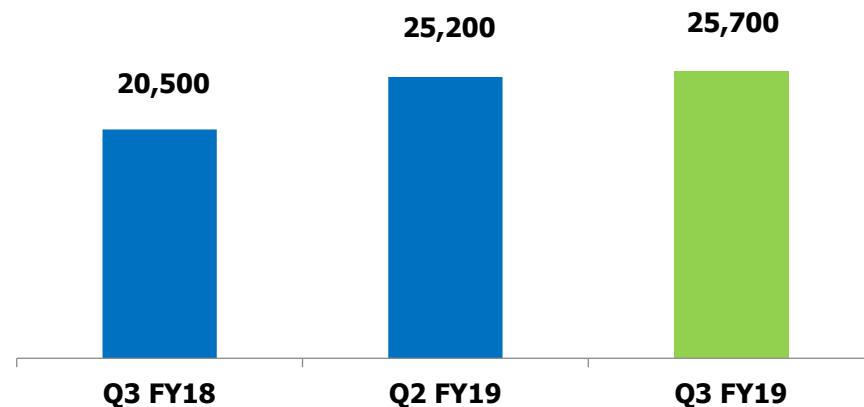
Domestic Rebars + Cut & Bend



Domestic Wire Rods



Export



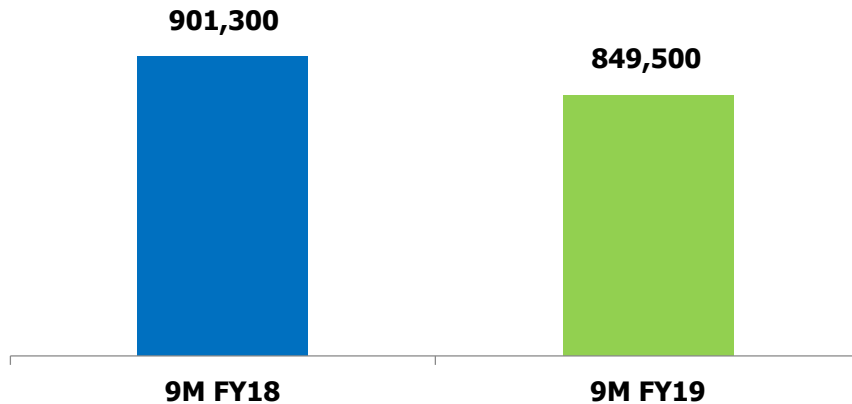
Sales Volume 9MFY19

▲ Good

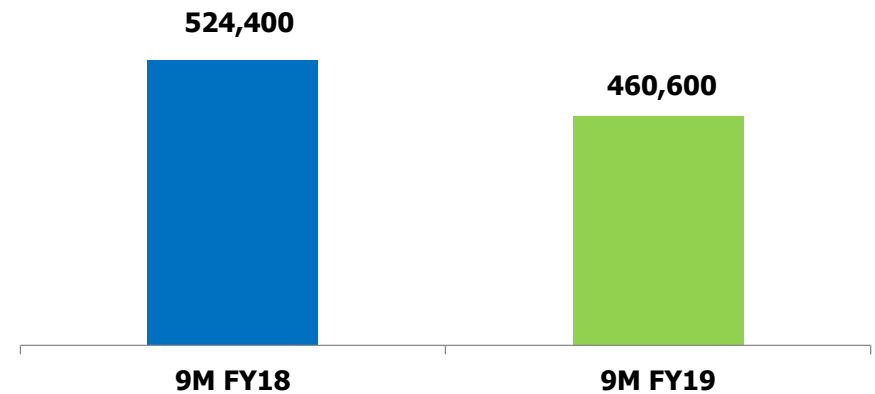
Unit : Tons



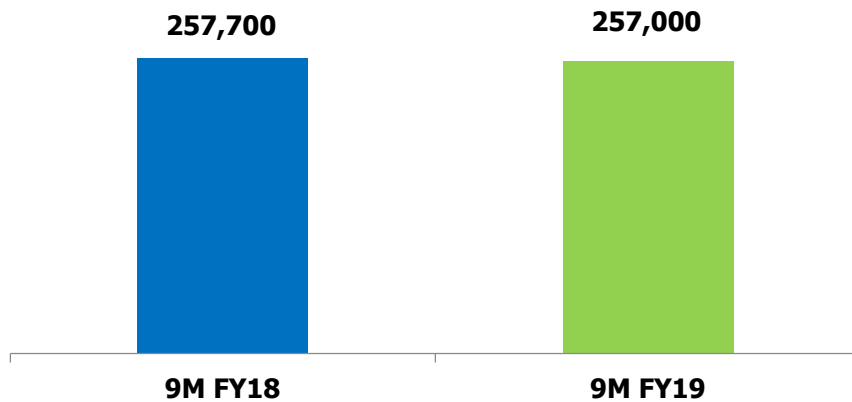
Total sales



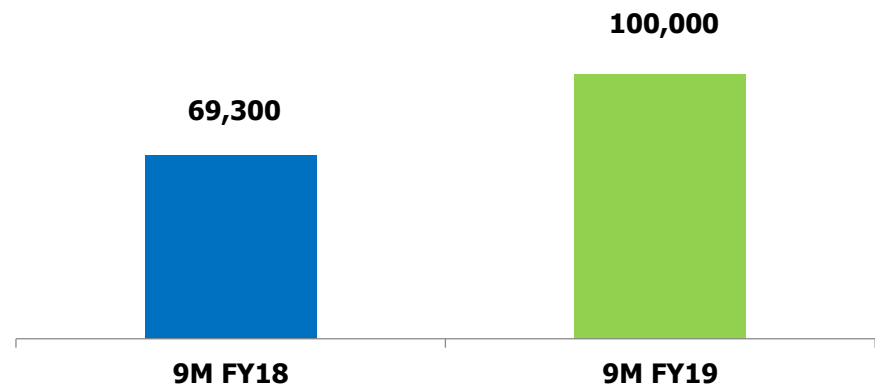
Domestic Rebars + Cut & Bend



Domestic Wire Rods



Export



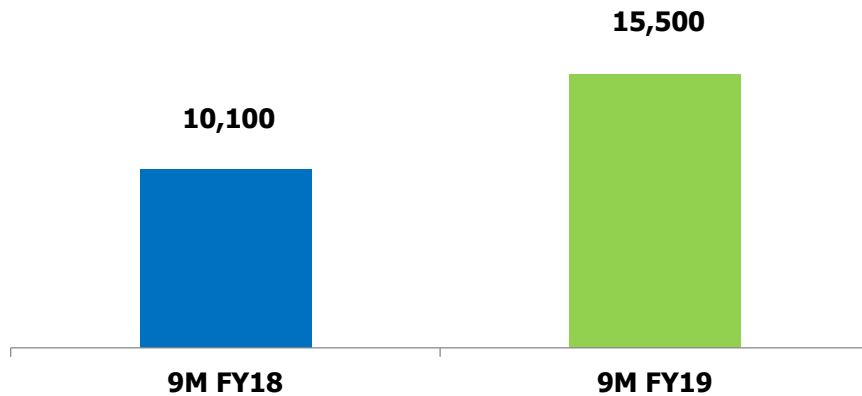
Value Added Products Sales 9MFY19

▲ Good

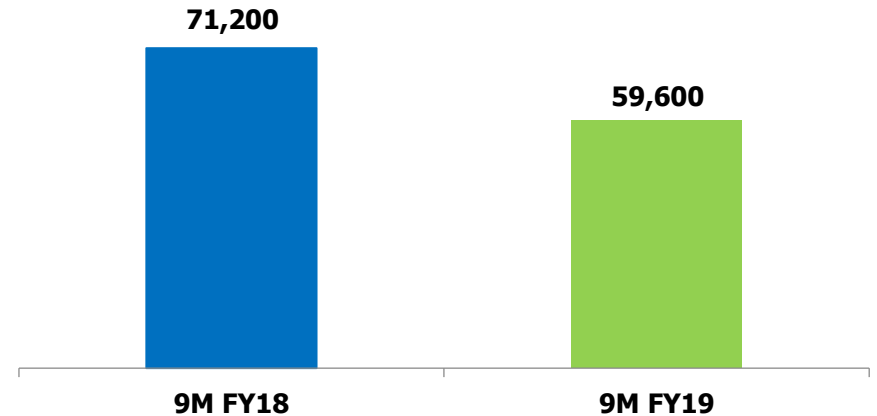
Unit : Tons



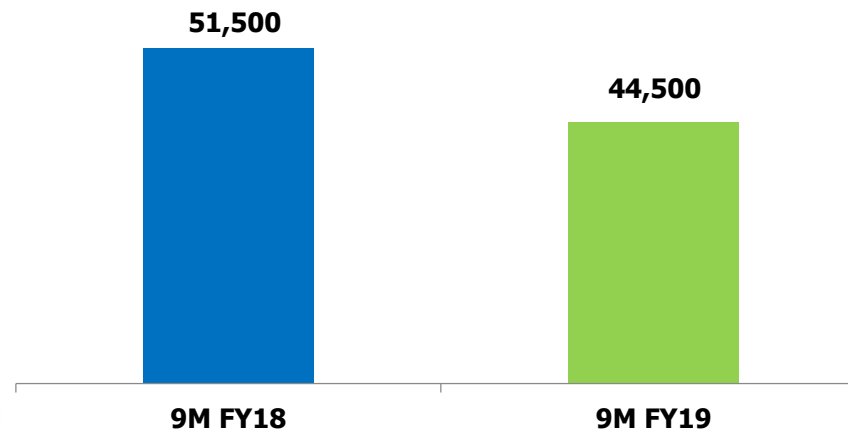
Seismic Rebar



High Tensile Rebar



Cut & Bend



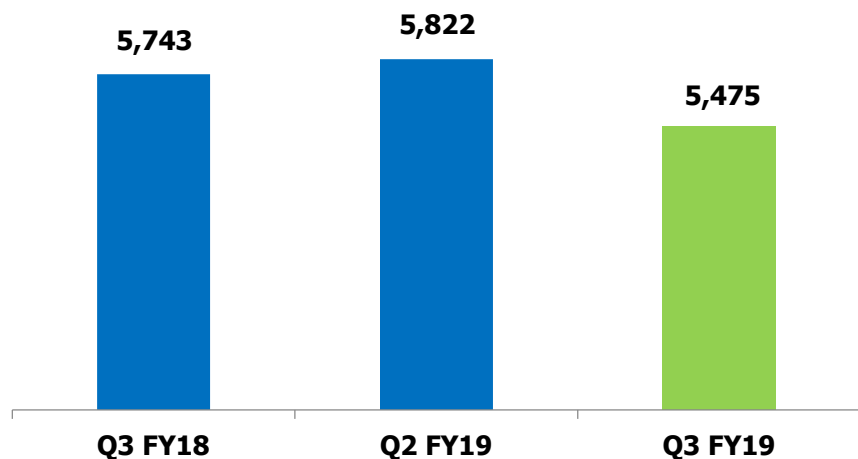
Financial Performance Q3FY19



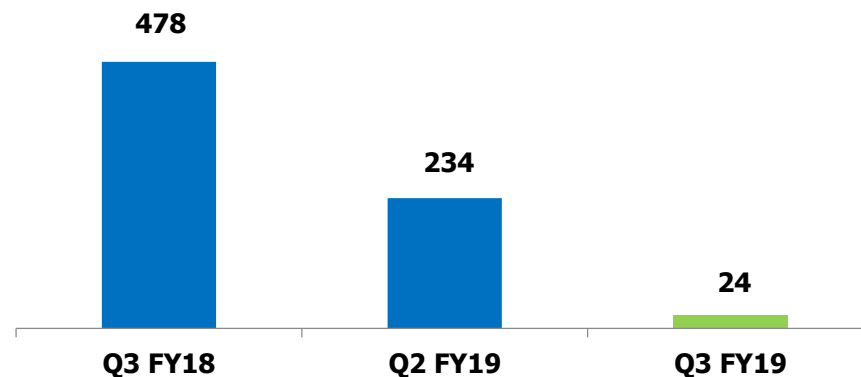
▲ Good

Unit : Mn THB

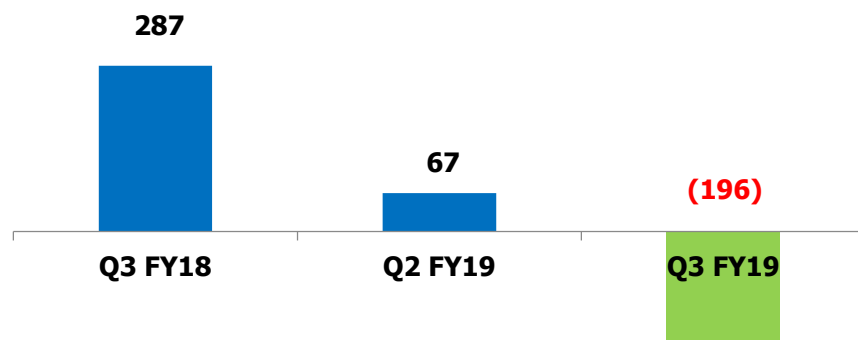
Net sales



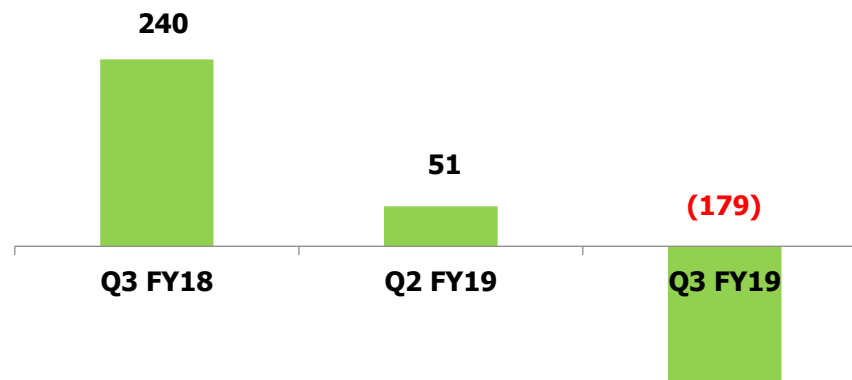
EBITDA



Profit (Loss) before tax



Profit (Loss) after tax



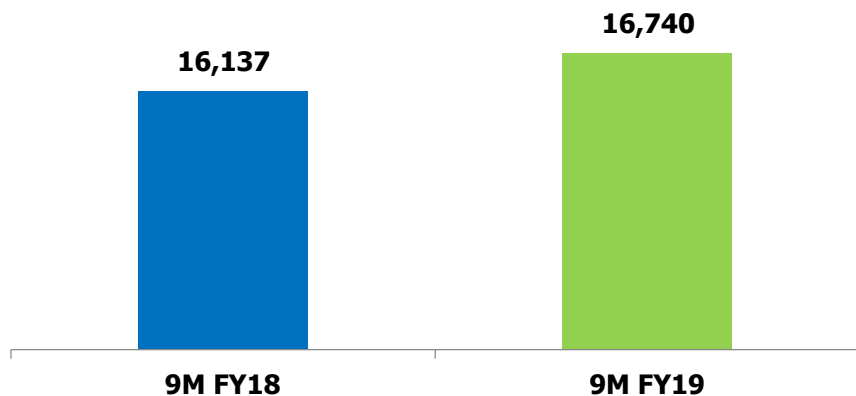
Financial Performance 9MFY19

▲ Good

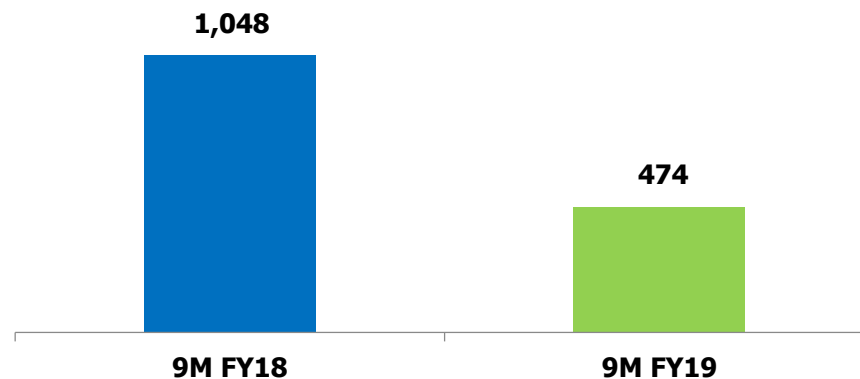
Unit : Mn THB



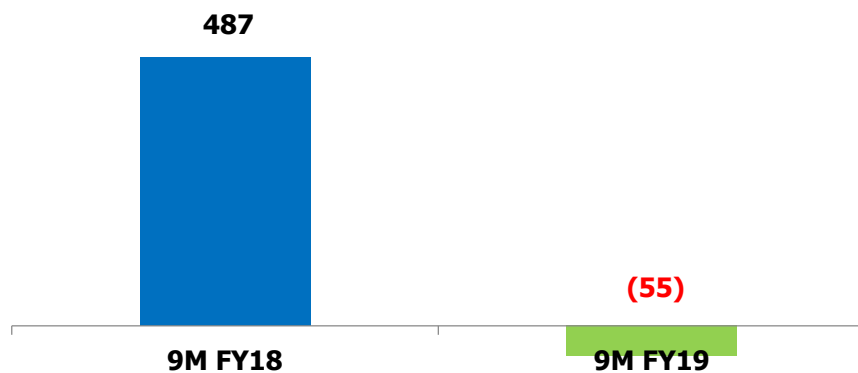
Net sales



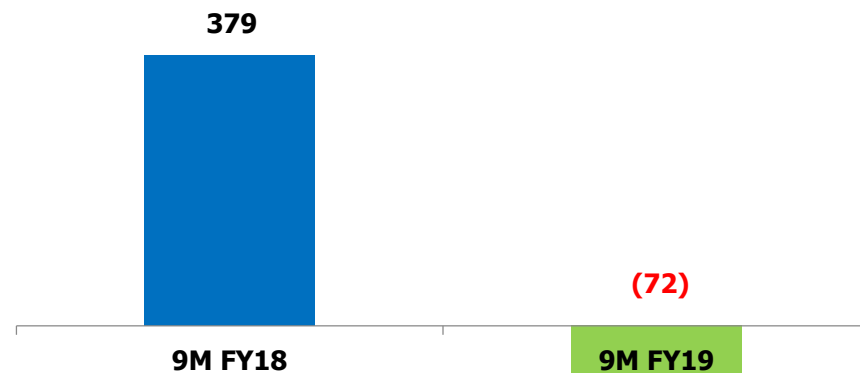
EBITDA



Profit (Loss) before tax



Profit (Loss) after tax



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- China export offers are stable just now. Need to watch after Lunar New Year.
- Vietnam and Malaysia offering billets and low carbon wire rods at competitive prices
- Customers and Dealers are on wait and watch situation. Political stability after general elections key to improve business sentiments

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Sale of Shares of TSTH by Major Shareholder



Signed Agreement between TSGH & HBIS Group



Tata Steel Global Holdings Pte. Ltd. (TSGH) signed agreements with HBIS Group in Beijing to sale of shares in Tata Steel (Thailand) Plc and NatSteel Holdings Pte. Ltd.

About HBIS Group

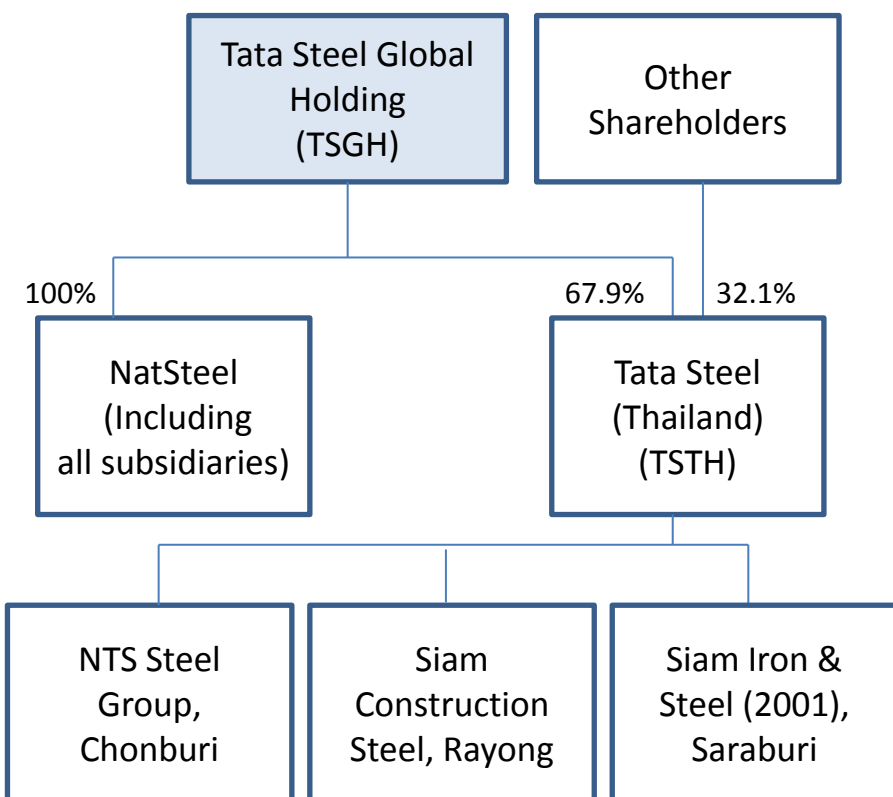


HBIS Group was established on June 30, 2008 by the merger of Tangshan Iron and Steel Group and Handan Iron and Steel Group of Hebei Province. HBIS is amongst the largest steel makers in the world. It is a state-owned enterprise in China and is leading player in China's home appliance, automotive steel, and supplies steel for nuclear power, marine engineering, bridges and construction. With revenue in excess of USD 40 billion and total assets exceeding USD 50 billion, HBIS ranks 239th among Fortune Global 500.

Sale of Shares of TSTH by Major Shareholder

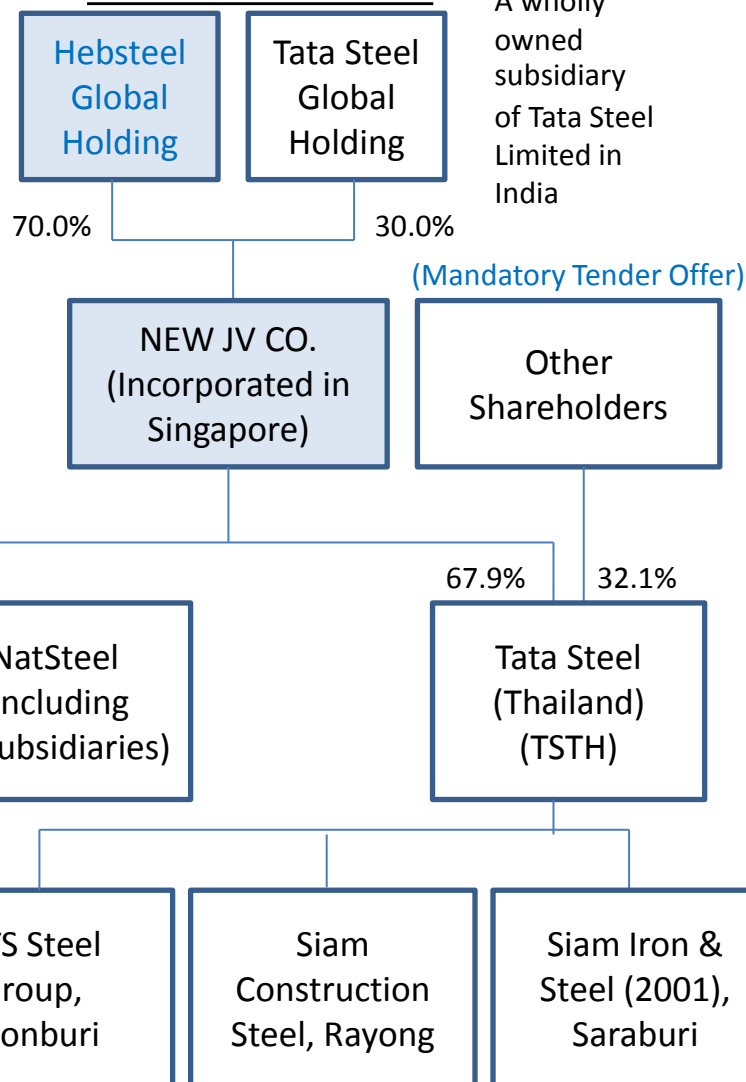


Current



After Sale of Shares

A wholly owned subsidiary of HBIS Group in China



Thank you for your attention