



# Tata Steel

STOCK INFO.	BLOOMBERG
BSE SENSEX: 20,157	TATA IN
	REUTERS CODE
S&P CNX: 6,072	TISC.BO

12 November 2010

Neutral

Previous Recommendation: Neutral

Rs606

Equity Shares (m)	887.4
52-Week Range (Rs)	737/449
1,6,12 Rel. Perf. (%)	-2/-11/-2
M.Cap. (Rs b)	537.8
M.Cap. (US\$ b)	11.9

YEAR	NET SALES	PAT	EPS	EPS	P/E	P/BV	ROE	ROCE	EV/	EV/
END	(RS M)	(RS M)	(RS)	GR. (%)	(X)	(X)	(%)	(%)	SALES	EBITDA
3/09A	1,473,293	90,454	101.9	16.9	5.9	4.6	76.7	15.3	0.7	5.7
3/10A	1,023,931	-8,255	-9.3	-n/a-	-65.1	6.3	-9.7	4.5	1.0	12.2
3/11E	1,129,411	67,175	74.4	-n/a-	8.1	3.5	42.9	13.5	0.9	6.1
3/12E	1,166,209	68,654	75.1	0.9	8.1	2.5	31.2	12.3	0.8	6.0

Consolidated

- Tata Steel's 2QFY11 consolidated adjusted PAT declined 30% QoQ to Rs13.1b, which was above our estimate of Rs7.6b, largely due to better than expected performance of Tata Steel Europe (TSE). TSE's average realization rose 5% QoQ to US\$1,108/ton contrary to the general trend of declining prices.
- Tata Steel India's (TSI) adjusted PAT declined 14% QoQ to Rs13.7b (against our estimate of Rs12.2b) despite a 19% QoQ jump in steel volumes. The realization decline was slightly higher than our expectation. The realization of long products declined 12% QoQ to Rs27,500/ton and that of flat products declined 5% QoQ to Rs35,589/ton. The blended realization declined 9% QoQ to Rs39,139/ton.
- TSI's EBITDA declined 10% QoQ to Rs26.3b (up 37% YoY). EBITDA per ton fell 24% QoQ to Rs14,758/ton (US\$321/ton). TSI's performance was better than our estimates of Rs24.4b as cost increases were less than our expectations.
- EBITDA at TSE's operations declined by 35% QoQ to US\$197m due to 5% lower volumes and a margin squeeze due to a 20% increase in raw material costs. EBITDA per ton declined 30% QoQ to US\$55/ton.

### To raise Rs70b equity to fund high RoI projects; Jamshedpur expansion on track; Upgrading FY11 EPS 14%

- Tata Steel's board has approved the raising of Rs70b of equity related instruments for investing in high RoI projects (Indian Greenfield and overseas Raw Material). This will dilute equity by 10-15%.
- The Jamshedpur expansion to 10mtpa is on track to be completed by December 2011. We are upgrading FY11 EPS by 14% to Rs74.4 to factor in stronger than expected performance in 2QFY11. The stock trades at an EV/EBITDA of 6x FY12E. Although valuations are not demanding, the near term outlook is challenging. Equity dilutions and significant capital deployment in future projects will limit the upside. Maintain **Neutral**.

Y/E MARCH	FY10				FY11				(RS MILLION)	
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE	FY10	FY11E
Sales ('000 tons)	1,418	1,457	1,596	1,698	1,399	1,660	1,676	1,782	6,169	6,518
Avg Realization (Rs/tss)	36,717	35,652	36,534	39,649	42,871	39,139	40,353	40,853	37,225	40,721
<b>Net Sales</b>	<b>56,156</b>	<b>56,921</b>	<b>63,749</b>	<b>73,394</b>	<b>65,515</b>	<b>71,068</b>	<b>73,133</b>	<b>78,986</b>	<b>250,220</b>	<b>288,702</b>
Change (YoY %)	-8.9	-16.9	32.8	12.9	16.7	24.9	14.7	7.6	2.9	15.4
<b>EBITDA</b>	<b>17,422</b>	<b>19,222</b>	<b>23,106</b>	<b>29,770</b>	<b>29,165</b>	<b>26,290</b>	<b>26,126</b>	<b>30,313</b>	<b>89,521</b>	<b>111,894</b>
(% of Net Sales)	31.0	33.8	36.2	40.6	44.5	37.0	35.7	38.4	35.8	38.8
<b>EBITDA(Rs/tss)</b>	<b>12,135</b>	<b>12,664</b>	<b>13,725</b>	<b>16,688</b>	<b>19,537</b>	<b>14,758</b>	<b>14,887</b>	<b>16,327</b>	<b>13,993</b>	<b>16,415</b>
Interest	3,422	3,920	4,157	3,585	3,277	3,425	3,356	3,289	15,084	13,347
Depreciation	2,532	2,564	2,622	3,115	2,802	2,815	2,899	2,986	10,832	11,502
Other Income	463	761	936	1,378	484	327	1,029	1,516	3,538	3,356
<b>PBT (after EO Inc.)</b>	<b>11,932</b>	<b>13,499</b>	<b>17,426</b>	<b>29,286</b>	<b>23,570</b>	<b>27,378</b>	<b>20,899</b>	<b>25,554</b>	<b>72,143</b>	<b>97,402</b>
Total Tax	4,034	4,470	5,508	7,663	7,776	6,726	5,134	6,278	21,675	25,915
<b>Reported PAT</b>	<b>7,898</b>	<b>9,029</b>	<b>11,918</b>	<b>21,623</b>	<b>15,794</b>	<b>20,652</b>	<b>15,765</b>	<b>19,276</b>	<b>50,468</b>	<b>71,487</b>
<b>Adjusted PAT</b>	<b>7,898</b>	<b>9,029</b>	<b>11,755</b>	<b>16,786</b>	<b>15,794</b>	<b>13,651</b>	<b>15,765</b>	<b>19,276</b>	<b>45,468</b>	<b>64,486</b>
Change (YoY %)	-55.9	-57.7	98.2	145.5	100.0	51.2	34.1	14.8	-12.6	41.8
<b>Consolidated Financials</b>										
<b>Net Sales</b>	<b>232,923</b>	<b>253,950</b>	<b>262,020</b>	<b>275,038</b>	<b>271,948</b>	<b>286,462</b>	<b>265,564</b>	<b>305,437</b>	<b>1,023,931</b>	<b>1,129,411</b>
<b>EBITDA</b>	<b>-299</b>	<b>3,718</b>	<b>31,043</b>	<b>45,964</b>	<b>44,326</b>	<b>36,723</b>	<b>32,225</b>	<b>45,238</b>	<b>80,427</b>	<b>158,512</b>
<b>Reported PAT</b>	<b>-22,385</b>	<b>-27,198</b>	<b>4,323</b>	<b>24,052</b>	<b>17,902</b>	<b>19,683</b>	<b>12,553</b>	<b>22,661</b>	<b>-21,208</b>	<b>72,800</b>
<b>Adjusted PAT</b>	<b>-19,899</b>	<b>-17,959</b>	<b>6,521</b>	<b>23,083</b>	<b>18,851</b>	<b>13,104</b>	<b>12,585</b>	<b>22,634</b>	<b>-8,255</b>	<b>67,175</b>

E: MOSL Estimates; tss=ton of steel sales

### Better than expected performance by Tata Steel Europe

- Tata Steel's 2QFY11 consolidated adjusted PAT declined 30% QoQ to Rs13.1b, above our estimate of Rs7.6b largely due to a better-than-expected performance of Tata Steel Europe.
- Tata Steel Europe's average realization rose 5% QoQ to US\$1,108/ton contrary to the general trend of declining prices.
- Reported PAT of Rs19.7b included a one-off item of Rs7b due to the sale of investment in Tata Motors and Tata Power.

### Revenue up 5% QoQ as Europe and India operations balance each others' volume and price decline

- Net sales increased 5% QoQ to Rs286.5b mainly due to higher realizations (up 7% QoQ) though deliveries were marginally lower by 1%. Tata Steel India's deliveries increased 19% QoQ to 1.66mt due to destocking and Tata Steel Europe's deliveries declined 5% QoQ to 3.53mt due to weaker demand. Tata Steel Europe's revenue was boosted by US\$20m-30m carbon credit.
- Average selling realization for Tata Steel India fell 9% QoQ to Rs39,139/ton, slightly below our estimate of Rs39,853/ton. On the other hand, Tata Steel Europe's realization rose 5% QoQ to US\$1,108/ton contrary to the general trend of declining prices. This was due to quarterly contracts signed towards the end of 1QFY11 as prices were significantly higher at the start of 1QFY11. They tapered towards the end of the quarter.
- Tata Steel India's saleable steel production rose marginally by 1% QoQ to 1.61mt, and crude steel production at the Europe operations fell 3% QoQ to 3.6mt.

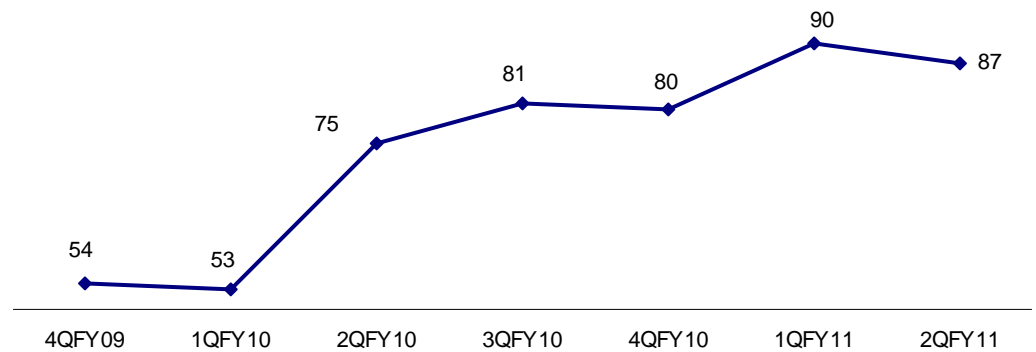
### EBITDA down 17% QoQ due to high raw material costs, price decline

- Consolidated EBITDA declined 17% QoQ to Rs36.7b.
- Tata Steel India's EBITDA declined 10% QoQ to Rs26.3b despite 19% higher volumes, which was slightly above our estimate of Rs24.4b. Although realizations were lower than our expectations, the cost increase was less than our expectation. EBITDA per ton fell 24% QoQ to US\$321/ton.
- Tata Steel Europe's EBITDA fell by 35% QoQ to US\$197m due to 5% lower volumes and a margin squeeze due to a 20% increase in raw material costs. EBITDA per ton declined 30% QoQ to US\$55/ton.

QUARTERLY PERFORMANCE (TATA STEEL EUROPE)					(RS MILLION)		
YE MARCH	FY10				FY11		FY10
	1Q	2Q	3Q	4Q	1Q	2Q	
Production (m tons)	2.8	4.0	4.2	3.7	3.7	3.6	14.7
Change (YoY %)	-46.2	-17.5	27.2	28.0	33.6	-8.8	-9.5
Sales (m tons)	3.3	3.9	3.8	3.9	3.7	3.5	14.9
Change (YoY %)	-47.6	-31.2	-12.6	14.7	12.4	-9.9	-24.5
Realization (Rs per ton)	46,145	42,776	44,573	43,992	47,739	52,089	44,296
Change (QoQ %)	-12.2	-7.3	4.2	-1.3	8.5	9.1	-20.4
<b>Net Sales</b>	<b>152,280</b>	<b>167,680</b>	<b>167,550</b>	<b>171,567</b>	<b>177,110</b>	<b>183,874</b>	<b>659,077</b>
Change (QoQ %)	-14.7	10.1	-0.1	2.4	3.2	3.8	-39.8
<b>EBITDA</b>	<b>-18,530</b>	<b>-18,020</b>	<b>6,606</b>	<b>16,503</b>	<b>13,630</b>	<b>8,852</b>	<b>-13,441</b>
As % of Net Sales	-12.2	-10.7	3.9	9.6	7.7	4.8	-2.0
EBITDA(Rs/tss)	-5,615	-4,597	1,757	4,232	3,674	2,508	-903
INR/USD	48.8	48.4	46.7	45.1	46.4	46.0	47.4
EBITDA (USD/ton)	-115	-95	38	94	79	55	-19

Source: Company/MOSL

**Capacity utilization up in Europe over the past few quarters (%)**



Source: Company/MOSL

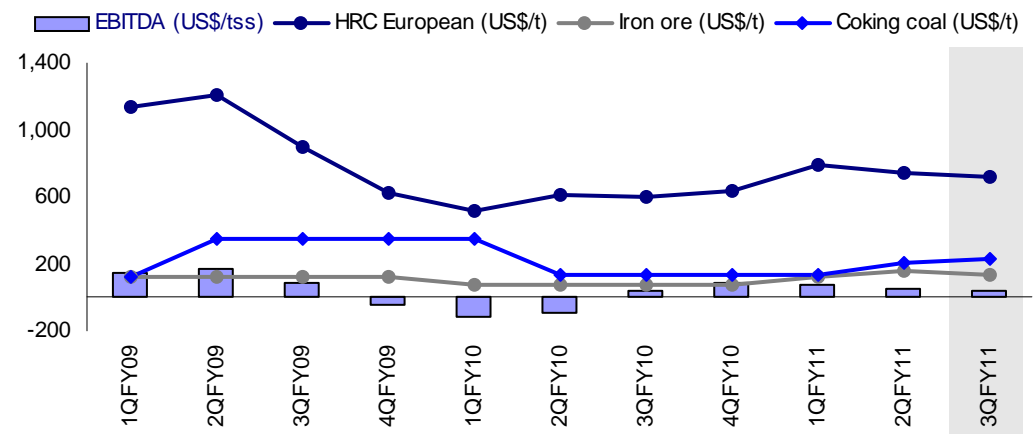
**Debt re-financing at Tata Steel Europe at easier terms but at higher interest cost**

- Interest costs increased due to re-financing of GBP3.5b debt of Tata Steel Europe. The re-financed debt is now priced at Libor+350bp instead of Libor+220bp, thus increasing interest costs. New long term debt has no covenants linked to profitability. The annual impact of re-financed debt will be GBP40m.
- Reported other income was boosted by non-recurring Rs7b from the sale of investments. We have adjusted this item and shown it as an extraordinary item.

**Weak 3QFY11 expected for Europe operations, flattish margins at TSI**

- Demand and pricing environment remains challenging in Europe due to poor economical conditions coupled with seasonal factors. Lag effect of increase in raw material prices contracted in 2QFY11 will further increase the average raw material costs in 3QFY11. This coupled with lower steel prices will depress margins yet it might still post a positive EBITDA. Margins however are expected to improve in 4QFY11 on expectation of better prices and lower raw material costs.
- Tata Steel India is likely to sustain margins in the following quarters as some of the cost increases will get offset by better prices.

**European steel and contracted raw material prices**



Source: Company/MOSL

### Tata Steel to raise Rs70b equity to fund strategic projects

- Tata Steel's board approved raising Rs70b of equity related instruments for investment in high RoI projects. This will dilute equity by 10-15%. The funds raised will be deployed in capex at Indian greenfield projects, iron ore projects in Canada and coking coal projects in Mozambique.
- The expansion of capacity at Jamshedpur to 10mtpa is on track for completion by December 2011. The layout of the site has posed challenges in project execution without disruption of production. We expect a gradual production ramp-up due to layout difficulties. Capacity expansion will provide additional volumes at Tata Steel India. Coking coal production from captive mines may not be able to keep pace, increasing dependence on imported coking coal.
- The Mozambique and Canadian raw material initiatives will consume capital in the near term though benefits to bottomline can be expected from FY13.

### Analyst meet highlights: strong growth in domestic consumption, European environment challenging

- Indian finished steel demand is expected to grow at 10-12% over the next two years led by buoyancy in end user segments such as automobiles, consumer durables and investment in infrastructure.
- Ongoing 2.9mtpa expansion at Jamshedpur is expected to be completed on schedule in 2HFY11. TSI has incurred capex of Rs57.3b so far and is expected to incur Rs29.6b in 2HFY11.
- Countries such as China, Australia and Vietnam, where Natsteel operates, are expected to post positive GDP in 2010 due to strong demand from the construction sector.
- The demand and pricing environment is challenging in Europe due to poor economic conditions and seasonal factors. The lag effect of higher raw material prices that were contracted in 2QFY11 and the lag effect of lower steel prices in 2QFY11 will depress margins. But margins are expected to improve in 4QFY11 on expectation of better prices, stronger market conditions and lower raw material costs.
- The UK economy will react to the government's comprehensive spending review. The UK government is assessing spending on infrastructure and construction.
- Gross debt increased by 631m to US\$12.5b in 2QFY11. This increase in gross debt is mainly due to incremental drawings for ongoing expansion at Jamshedpur, Dhamra port and Tata NYK. Net debt at group level increased proportionately to US\$10.7b.

### Upgrading FY11 EPS by 14%; maintain Neutral

- We are upgrading FY11 EPS by 14% to Rs74.4 to factor in stronger-than-expected performance in 2QFY11.
- The stock trades at P/E of 8x FY12E and EV/EBITDA of 6x FY12E. Though valuations are not demanding the near term outlook is challenging. Equity dilutions and significant capital deployment in future projects will limit upside. Maintain **Neutral**.

QUARTERLY PERFORMANCE (SUBSIDIARIES)									(RS MILLION)	
Y/E MARCH	FY10				FY11				FY10	FY11E
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE		
Sales (m tons)	4.0	4.8	4.6	4.8	4.5	4.2	4.2	4.9	18.2	17.8
Change (YoY %)	-45.8	-29.7	-6.7	16.0	11.8	-12.7	-8.9	2.1	-21.8	-2.4
Realization (Rs per ton)	43,916	41,347	42,958	41,987	45,864	51,778	45,746	46,191	42,492	47,311
Change (QoQ %)	-8.7	-5.8	3.9	-2.3	9.2	12.9	-11.6	1.0	-19.5	11.3
<b>Net Sales</b>	<b>176,768</b>	<b>197,029</b>	<b>198,271</b>	<b>201,643</b>	<b>206,433</b>	<b>215,394</b>	<b>192,431</b>	<b>226,450</b>	<b>773,711</b>	<b>840,709</b>
Change YoY (%)	-52.7	-47.2	-30.2	1.3	16.8	9.3	-2.9	12.3	-37.1	8.7
<b>EBITDA</b>	<b>-17,721</b>	<b>-15,504</b>	<b>7,937</b>	<b>16,194</b>	<b>15,161</b>	<b>10,433</b>	<b>6,099</b>	<b>14,925</b>	<b>-9,094</b>	<b>46,619</b>
Change (YoY %)	-144.7	-130.6	-42.5	-214.7	-185.6	-167.3	-23.2	-7.8	-110.1	-612.6
As % of Net Sales	-10.0	-7.9	4.0	8.0	7.3	4.8	3.2	6.6	-1.2	5.5
EBITDA (USD/ton)	-90	-67	37	75	73	55	33	68	-11	57
Interest	5,397	3,252	3,473	3,014	2,699	3,212	3,596	3,658	15,137	13,165
Depreciation	8,358	8,972	8,925	7,831	7,637	7,966	7,952	7,881	34,086	31,437
Other Income	1,576	-581	1,464	863	110	816	1,434	845	3,321	3,206
<b>PBT (after EO Inc.)</b>	<b>-32,088</b>	<b>-37,422</b>	<b>-4,955</b>	<b>2,632</b>	<b>4,337</b>	<b>-246</b>	<b>-4,015</b>	<b>4,231</b>	<b>-71,833</b>	<b>4,308</b>
Total Tax	-1,805	-1,195	2,640	203	2,229	724	-803	846	-157	2,995
% Tax	5.6	3.2	-53.3	7.7	51.4	-294.7	20.0	20.0	0.2	69.5
<b>Reported PAT</b>	<b>-30,284</b>	<b>-36,227</b>	<b>-7,595</b>	<b>2,429</b>	<b>2,108</b>	<b>-969</b>	<b>-3,212</b>	<b>3,385</b>	<b>-71,848</b>	<b>1,312</b>
Share of asso. PAT	86	300	551	331	416	3	3	3	1,269	425
Minority Interests	-212	174	148	43	65	-103	-29	30	152	-36
<b>Adjusted PAT</b>	<b>-28,096</b>	<b>-27,114</b>	<b>-5,638</b>	<b>6,009</b>	<b>2,707</b>	<b>-653</b>	<b>-3,212</b>	<b>3,385</b>	<b>-54,876</b>	<b>2,227</b>
Change (YoY %)	-215.8	-191.4	-265.9	-130.4	-109.6	-97.6	-43.0	-43.7	-246.0	-500.4

E: MOSL Estimates

## Tata Steel: an investment profile

### Company description

Tata Steel (Tata) is the lowest cost producer of steel in India, and after the acquisition of Corus (which is several times its size) it has become the sixth largest steel maker in the world. The combined entity (Tata-Corus) has its business spread over Europe, the UK, Asia, North America and the Rest of the World. Tata-Corus (27mtpa) has ~22% raw material security and plans to increase it to 50-60%. Production will increase to 34mtpa through brownfield expansions at Jamshedpur and greenfield projects in Orissa.

### Key investment arguments

- The ongoing brownfield expansion at Jamshedpur will raise capacity to 10mtpa by December 2011. The earnings will grow at CAGR of 18% over FY10-13E.
- Tata Steel is focusing on expanding Corus' thin margins by reworking product pricing, procurement policies, asset sweating and improving operating efficiencies.

### Key investment risks

- Tata Steel's earnings have high leverage to steel prices and Corus earnings, while the demand and pricing environment is challenging in European.

### Recent developments

- On 12 November 2010 the board of directors of Tata Steel sought shareholder approval to raise additional long term resources through the issue of securities, including ordinary shares, equity shares with differential rights as to voting and dividend, GDRs, debentures and foreign currency bonds up to Rs70b and to alter the Memorandum and Articles of Association to increase authorized capital from Rs80b to 83.5b.

### Valuation and view

- The stock trades at an EV/EBITDA of 6x FY12E. Maintain **Neutral**.

### Sector view

- Indian steel demand is expected to post 10-12% CAGR over FY10-12 due to the planned infrastructure investment by the government and a rebound of capex. Industrial production has started growing in double digits due to the economic recovery and a boost from stimulus packages. Auto and white goods demand has started growing in double digits. Large power capacity addition will drive industrial production. According to WSA, Indian steel demand is expected to grow 8.2% and 13.6% in 2010 and 2011 respectively. We are positive about domestic steel companies.

### Comparative valuations

		Tata Steel	SAIL	JSW Steel
P/E (x)	FY11E	8.1	12.8	16.2
	FY12E	8.1	12.9	9.6
P/BV (x)	FY11E	3.5	2.0	1.8
	FY12E	2.5	1.8	1.4
EV/Sales (x)	FY11E	0.9	1.7	1.8
	FY12E	0.8	1.8	1.3
EV/EBITDA (x)	FY11E	6.1	8.0	9.2
	FY12E	6.0	8.5	5.4

### Shareholding Pattern (%)

	Sep-10	Jun-10	Sep-09
Promoter	32.5	31.3	31.2
Domestic Inst	26.2	25.2	23.1
Foreign	17.0	17.2	20.3
Others	24.3	26.3	25.5

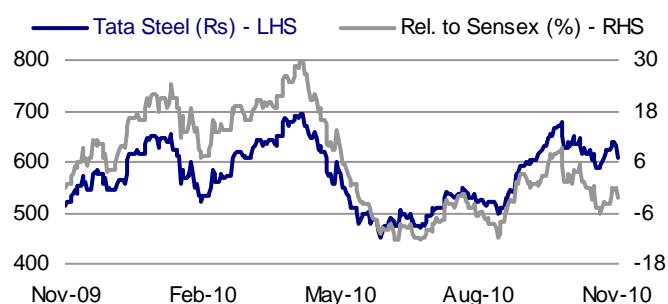
### EPS: MOSL forecast v/s consensus (Rs)

	MOSL forecast	Consensus forecast	Variation (%)
FY11	74.4	64.8	14.8
FY12	75.1	77.5	-3.1

### Target Price and Recommendation

Current Price (Rs)	Target Price (Rs)	Upside (%)	Reco.
606	734	21.1	Neutral

### Stock performance (1 year)







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**Tata Steel**

- |   |     |
|---|-----|
| 1. Analyst ownership of the stock                       | No  |
| 2. Group/Directors ownership of the stock               | Yes |
| 3. Broking relationship with company covered            | No  |
| 4. Investment Banking relationship with company covered | No  |

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