

Concall Highlights: Long-term Strategy for Growth in India

Tata Steel, in its board meeting held on 10th Dec'25, affirmed the long-term growth strategy for its India business. It announced:

- 1) The much-awaited board approval for its NINL long products phase 1 expansion by 4.8 MTPA (from 1.1 to 5.9 MTPA), providing long-term growth visibility beyond 2030.
- 2) It has also approved 2.5 MTPA Thin Slab Caster and Rolling facilities at Tata Steel Meramandal to further enhance the finished steel capacity in the flats products.
- 3) Set up a 0.7 MTPA Hot Rolled Pickling and Galvanizing Line (HRPGL) at its existing Cold Rolling Complex in Tarapur, Maharashtra, for strengthening its automotive segments for import substitution.
- 4) MOU with Lloyd Metals & Energy to produce iron ore, set up a 6 mtpa greenfield steel plant in two phases, and assist Lloyd's in developing its ongoing steel plant expansions.
- 5) Signed definitive agreements to acquire 50.01% stake in Thriveni Pellets Private Limited (TPPL), subject to regulatory approvals. TPPL owns 100% stake in Brahmani River Pellet Limited (BRPL), which operates a 4 MTPA pellet plant at Jajpur, Odisha, along with a 212 km slurry pipeline. LMEL holds the balance 49.99% stake in TPPL.
- 6) Approved engineering work for a 1 MTPA Hisarna demonstration plant in Jamshedpur, scaling its proprietary low-carbon technology previously piloted for a decade at the Ijmuiden plant.

Key Conference Call Highlights – Building Multiple Optionalities

- 1) **NINL Expansion (Core Upstream Growth in Long Products):** Management received in-principle Board approval to proceed with detailed engineering for the 4.8 MTPA expansion at Neelachal Ispat Nigam Ltd (NINL), with final capex numbers to be disclosed by Mar'26 after full engineering validation. Environmental clearance is expected within 3-4 weeks, and execution will take 3 to 4 years post-final approval. **The configuration is fully long-products oriented:** Two rebar mills (~1 MTPA each), one rebar coil mill (~0.5 MTPA), and a high-end wire rod mill. The strategic rationale is to materially scale Tata Steel's long-products franchise, leveraging captive ore, downstream service centers, and the strong Tata Tiscon retail network (10,000-12,000 dealers). Current long-product capacity of ~5.4 MTPA may cross 10 MTPA after the NINL build-out. Management reiterated that NINL will be supplied entirely from captive Koira iron ore mines, which are being expanded. Profitability is expected to mirror existing Indian BF-BOF sites (Jamshedpur, Kalinganagar). Premium product positioning (rebars-in-coils, alloy WR, tire cord quality) targets margin-accretive segments rather than commodity-grade longs.
- 2) **Lloyds/Maharashtra MOU (Strategic Optionality in Western India):** Tata Steel signed an MOU with Lloyds Metals & Energy covering four collaboration themes: (1) mining, beneficiation and slurry pipeline opportunities; (2) cooperation in developing Lloyds' own 4.5-5.0 MTPA integrated steel plants (Tata may support engineering + offtake, but it will **not** be a JV); (3) evaluation of a new 6 MTPA greenfield Tata Steel plant in Maharashtra, potentially in two phases of 3+3 MTPA, subject entirely to iron-ore availability and logistics economics; and (4) evaluation of joint participation in mining infrastructure in the region. Management emphasised that the greenfield 6 MTPA project would be a Tata Steel plant, not a Lloyds JV, unless later structuring proves optimal. **The decisive factor will be iron ore economics** - quality, beneficiation cost, access, auction dynamics, and long-term supply assurance. Management highlighted that without secure domestic ore, expansions would be preferred near the coast (e.g., Kalinganagar) to enable import flexibility. Maharashtra's advantage is proximity to consumption markets (West & South) and Tata's downstream hubs (Tarapur & Khopoli). Discussions are at a preliminary stage; feasibility, mine linkages, costs, and structure will determine progression. Tata is deliberately preserving ore-sourcing optionality ahead of the 2030 mining auction cycle, where policy changes (premium caps, upfront bids) may impact economics.

Outlook: We keep our company outlook unchanged from the results note published on 14th November 2025.

Valuation & Recommendation: We maintain our valuation and recommendation unchanged from the last note published on 14th Nov'25. We continue to use SoTP and ascribe a 1-year Fwd EV/EBITDA multiple of 7.5x, 5.0x, and 4.0x to India standalone, other operations, and Europe, respectively, on Sep'27 EBITDA to arrive at our Sep'26 forward TP of Rs 195/share (Unchanged). The TP implies a 17% upside from the CMP. Hence, **we retain our BUY rating on the stock.**

Key Financials (Consolidated)

Y/E Mar (Rs Cr)	FY25A	FY26E	FY27E	FY28E
Net Sales	2,18,543	2,29,560	2,49,370	2,59,140
EBITDA	25,298	33,347	39,280	44,027
Net Profit	3,421	10,703	14,203	16,960
EPS (Rs.)	2.7	8.6	11.4	13.6
PER (x)	60.7x	19.4x	14.6x	12.2x
P/BV (x)	2.3x	2.1x	1.9x	1.7x
EV/EBITDA (x)	11.3x	8.5x	7.1x	6.1x
ROE (%)	5%	11%	14%	15%

Source: Company, Axis Securities.

(CMP as of 11th December, 2025)

CMP (Rs)	166
Upside /Downside (%)	17%
High/Low (Rs)	187/123
Market cap (Cr)	2,07,662
Avg. daily vol. (6m) Shrs.	24,991,382
No. of shares (Cr)	1,248

Shareholding (%)

	Mar-25	Jun-25	Sep-25
Promoter	33.2	33.2	33.2
FII	18.3	17.2	17.3
Mutual Funds / UTI	12.0	13.3	14.4
Financial Institutions	0.1	0.1	0.1
Others	36.4	36.3	35.1

Financial & Valuations

Y/E Mar (Rs Cr)	FY26E	FY27E	FY28E
Net Sales	2,29,560	2,49,370	2,59,140
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Net Profit	10,703	14,203	16,960
EPS (Rs.)	8.6	11.4	13.6
PER (x)	19.4x	14.6x	12.2x
P/BV (x)	2.1x	1.9x	1.7x
EV/EBITDA (x)	8.5x	7.1x	6.1x
ROE (%)	11%	14%	15%

Relative Performance



Source: Ace Equity, Axis Securities

Results Gallery

- [Q2FY26](#)
- [Q1FY26](#)
- [Q4FY25](#)
- [Q3FY25](#)
- [Q2FY25](#)

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Key Concall Highlights Continued.

- 3) **Pellet Plant (BRPL/TPPL Acquisition) - Raw Material Synergy & Quick Payback:** Tata Steel executed definitive agreements (JV) to acquire 50.01% of Thriveni Pellets (TPPL), the owner of the 4 MTPA BRPL pellet plant and 212 km slurry pipeline, for up to Rs 636 Cr, essentially at book value. Monthly opex savings of Rs 50-60 Cr imply a ~12 - month payback post-completion. Tata highlighted that the asset fits seamlessly into the Kalinganagar - NINL corridor, ensuring pellet supply security and lowering logistics costs. Management declined to comment on valuation differences vs earlier transactions cited by the market, emphasising instead the replacement cost advantage, pipeline value, control premium (majority stake), and operational synergies. BRPL is expected to contribute meaningfully to lowering the delivered cost of iron-making across eastern operations.
- 4) **Meramandali TSCR & Slab Strategy (Flat Product Value Enhancement):** The Board has approved detailed engineering for a 2.5 MTPA Thin Slab Caster & Rolling (TSCR) mill at Meramandali, aligned with the scheduled blast furnace relining in FY28-29. The project will convert surplus slabs (earlier shipped to the UK during their transition to Electric Arc Furnaces) plus incremental hot metal from relining into domestic finished steel, raising Meramandali's capacity to ~6.5 MTPA. The TSCR setup focuses on thin-gauge HRC (0.7-0.8 mm), enabling higher-value downstream linkage and reducing inbound slab dependence. This is a mid-capex rolling project rather than a full upstream buildout.
- 5) **Downstream Growth - HR Pickling + Galvanizing (Tarapur) and Other Lines:** A 0.7 MTPA Hot Rolled Pickling and Galvanising Line (HRPGL) at Tarapur was approved, expected to commission fastest among all projects, given its downstream nature. It targets high-end galvanised segments (automotive, appliance, construction), enabling import substitution and raising the value-added product (VAP) mix. This complements ongoing downstream expansions across tinplate, long-products service centers, and the BlueScope JV acquisition. Management noted that expanding downstream is critical not only for margins but also to structurally offset (1) cyclicality in commodity HRC and (2) potential higher ore costs post 2030.
- 6) **Hisarna (Low-Carbon Ironmaking) - Potential Step-Change in Cost & CO₂:** Tata Steel will scale its Hisarna pilot technology (developed at IJmuiden, Netherlands) into a 1 MTPA demonstration plant in Jamshedpur, at an estimated Rs 2,000-3,000 Cr. Hisarna enables ironmaking without coke ovens, sinter plants, or pellet plants, using lower-grade ore and non-coking coals, and emits ~20% less CO₂ vs blast furnace (with a purer CO₂ stream suitable for CCS/CCU). Management stated that steady-state hot-metal cost could be Rs 3,000/tonne lower than BF routes. Tata owns 100% of the IP and views Hisarna as a long-term strategic hedge on carbon costs, energy transition policy, and ore/coke volatility.
- 7) **Market Outlook - Long Products (Demand, Competition & Positioning):** Long-product demand constitutes 55-60% of India's total steel demand, and remains fragmented - large steelmakers account for a <50% share, unlike flats (>90%). Management expects consolidation and sees strong growth in infrastructure-led demand. Tata Steel aims to raise its share to ~25% (from the current 10-15%) over time in premium long categories, focusing on alloy wire rods, high-end applications (automotive wire, tire bead, tire cord), and rebar coils for service centers. Imports pose a limited threat because Chinese exports today are 80-90% flats, not longs. Tata's strong retail franchise and downstream integration are expected to support superior margin capture vs. peers.
- 8) **Margin Outlook & Steel Cycle Commentary:** Management believes current steel prices and spreads are near cycle bottoms, with spreads below levels last seen in FY14-15. A weaker rupee provides an import shield, and China's export pressure is unlikely to worsen. Value-added mix shifting (HR Gal, tinplate, downstream long products), combined with a reduction in legacy asset drag (UK transition to EAF; India share rising toward 30-35 MTPA), supports medium-term margin expansion. Tata highlighted that expansions in India dilute the relative contribution of legacy cost structures (especially the UK), enhancing consolidated EBITDA/t.
- 9) **Iron Ore Auctions & Policy Risk (2030):** Management expects policy evolution in mining auctions over the next 4-5 years. Current auction formats (150%+ bid premiums) are economically unsustainable for merchant miners and suboptimal even for captive miners. Tata prefers maintaining options - captive mines, acquired mines, beneficiation partnerships, and potential Maharashtra participation - until clarity emerges. Excessive premiums could distort long-term industry economics; hence, Tata is pacing long-term ore commitments carefully.

Key Risks to Our Estimates and TP

- A decrease in HRC prices in China could lead to declining prices worldwide.
- Higher coking coal costs than our assumptions.

Financials (Consolidated)

Profit & Loss

(Rs Cr)

Y/E March	FY25A	FY26E	FY27E	FY28E
Total Operating Income	2,18,543	2,29,560	2,49,370	2,59,140
Total Expenditure	1,93,244	1,96,213	2,10,090	2,15,113
EBITDA	25,298	33,347	39,280	44,027
Depreciation and Amortization	10,421	11,000	11,595	12,189
EBIT	14,877	22,346	27,686	31,838
Other Income	1,541	1,571	1,728	1,901
Share Of P/L Of Associates (Net of Tax)	191	200	210	221
Less: Interest & Fin Chg.	7,341	7,652	7,774	7,868
Less: Exceptional Items	855	-	-	-
Profit before tax	8,413	16,466	21,851	26,092
Provision for Tax	5,239	5,763	7,648	9,132
Reported PAT	3,174	10,703	14,203	16,960
Minority Interest	(247)	-	-	-
Attributable PAT	3,421	10,703	14,203	16,960
EPS (Rs/sh) Basic	2.7	8.6	11.4	13.6
DPS (Rs/sh)	3.6	3.6	3.6	3.6

Source: Company, Axis Securities

Balance Sheet

(Rs Cr)

Y/E March	FY25A	FY26E	FY27E	FY28E
Net Block	1,25,215	1,26,965	1,28,120	1,28,681
Other Tangible assets	8,088	8,088	8,088	8,088
CWIP + ITUD + Other Intangible Assets	53,275	55,525	57,775	60,025
Goodwill	5,959	5,959	5,959	5,959
Investments	6,194	6,355	6,524	6,702
Inventories	44,590	46,838	50,880	52,873
Trade Receivables	5,260	5,525	6,002	6,237
Cash / Bank balance	9,605	11,479	16,670	26,211
Retirement Benefit Assets	15	15	16	16
Misc. Assets	21,194	22,025	22,897	23,810
Total assets	2,79,395	2,88,773	3,02,930	3,18,602
Equity capital	1,247	1,247	1,247	1,247
Hybrid Perpetual Securities/ Share warrants	-	-	-	-
Reserves	89,922	96,134	1,05,846	1,18,315
Minority Interests	183	183	183	183
Total Borrowings	88,964	88,964	88,964	88,964
Def tax Liabilities	14,430	14,430	14,430	14,430
Retirement Benefit Obligations	3,427	3,598	3,778	3,967
Provisions	9,695	10,180	10,689	11,223
Trade Payables	29,314	30,792	33,449	34,760
Other Liabilities and Provision	42,212	43,245	44,344	45,512
Capital employed	2,79,395	2,88,773	3,02,930	3,18,602

Source: Company, Axis Securities

Cash Flow

(Rs Cr)

Y/E March	FY25A	FY26E	FY27E	FY28E
Profit before tax	8,413	16,466	21,851	26,092
Depreciation	10,421	11,000	11,595	12,189
Interest Expenses	7,341	7,652	7,774	7,868
Non-operating / EO item	(2,246)	(195)	(205)	(215)
Change in W/C	2,207	(153)	(920)	87
Income Tax	(2,624)	(5,763)	(7,648)	(9,132)
Operating Cash Flow	23,512	29,007	32,446	36,888
Capital Expenditure	(15,671)	(15,000)	(15,000)	(15,000)
Free Cash Flow	7,841	14,007	17,446	21,888
Other Investments	1,498	(161)	(169)	(178)
Investing Cash Flow	(14,173)	(15,161)	(15,169)	(15,178)
Proceeds from the issue of Equity shares	-	-	-	-
Proceeds / (Repayment) of Borrowings	5,325	-	-	-
Finance cost paid	(8,119)	(7,652)	(7,774)	(7,868)
Dividend paid	(4,490)	(4,491)	(4,491)	(4,491)
Other Financing activities	282	171	180	189
Financing Cash Flow	(7,002)	(11,972)	(12,085)	(12,170)
Change in Cash	2,337	1,874	5,192	9,540
Opening Cash	7,081	9,605	11,479	16,670
Closing Cash	9,605	11,479	16,670	26,211

Source: Company, Axis Securities

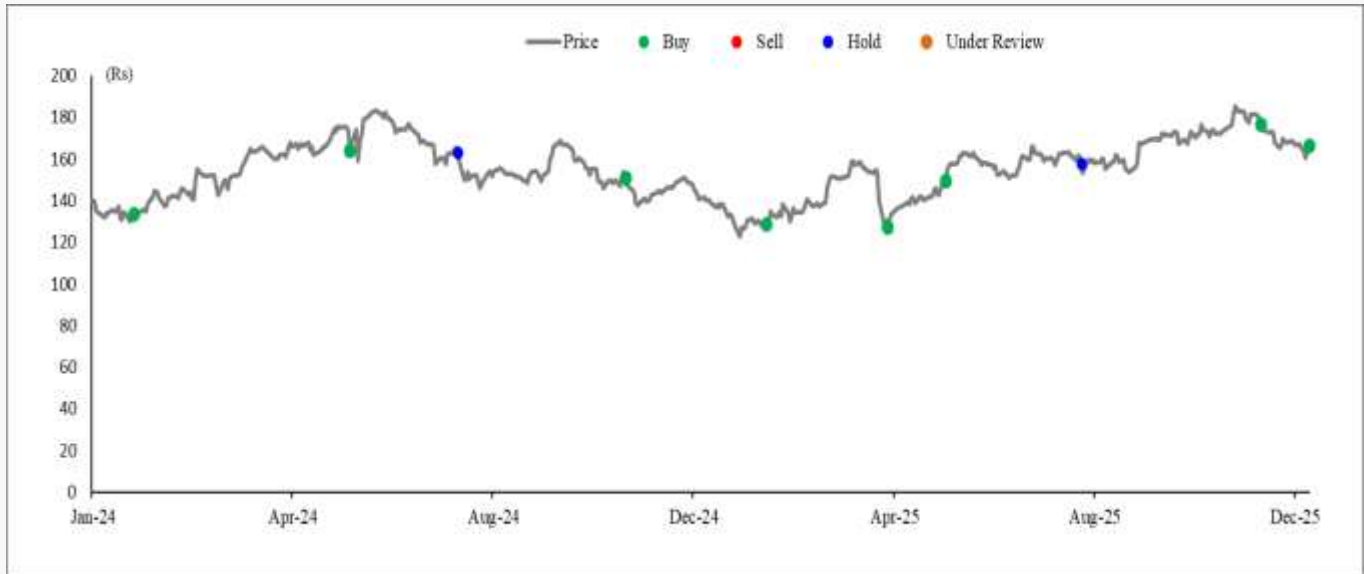
Ratio Analysis

(%)

Y/E March	FY25A	FY26E	FY27E	FY28E
Operational Ratios				
Sales growth (% YoY)	-5%	5%	9%	4%
EBITDA growth (% YoY)	13%	32%	18%	12%
Op. profit growth (% YoY)	20%	50%	24%	15%
Net Profit growth (% YoY)	-177%	213%	33%	19%
EBITDA Margin %	12%	15%	16%	17%
Net profit Margin %	2%	5%	6%	7%
EBITDA/t (Rs/tonne)	0%	0%	0%	0%
Tax Rate %	62%	35%	35%	35%
Efficiency Ratios				
Total Asset turnover (x)	0.79	0.81	0.84	0.83
Sales/Gross block (x)	0.98	0.97	1.00	0.99
Sales/Net block(x)	1.76	1.82	1.96	2.02
Working capital/Sales (x)	0.09	0.09	0.09	0.09
Valuation Ratios				
PER (x)	60.7x	19.4x	14.6x	12.2x
P/BV (x)	2.3x	2.1x	1.9x	1.7x
EV/Ebitda (x)	11.3x	8.5x	7.1x	6.1x
EV/Sales (x)	1.3x	1.2x	1.1x	1.0x
Dividend Yield (%)	2.2%	2.2%	2.2%	2.2%
Return Ratios				
ROE	0.05	0.11	0.14	0.15
ROCE	0.08	0.11	0.13	0.15
ROIC	0.03	0.08	0.10	0.11
Leverage Ratios				
Debt/equity (x)	1.04	0.97	0.89	0.79
Net debt/ Equity (x)	0.90	0.86	0.74	0.58
Net debt/Ebitda (x)	3.21	2.42	1.92	1.50
Interest Coverage ratio (x)	3.45	4.36	5.05	5.60

Source: Company, Axis Securities

Tata Steel Price Chart and Recommendation History



Date	Reco	TP	Research
29-Jan-24	BUY	150	Result Update
31-May-24	BUY	187	Result Update
02-Aug-24	HOLD	175	Result Update
08-Nov-24	BUY	175	Result Update
29-Jan-25	BUY	155	Result Update
11-Apr-25	BUY	150	Result Update
14-May-25	BUY	170	Result Update
01-Aug-25	HOLD	170	Result Update
14-Nov-25	BUY	195	Result Update
12-Dec-25	BUY	195	Company Update

Source: Axis Securities Research

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NO STANCE	We do not have any forward-looking estimates, valuations or recommendations for the stock.

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