

Corporate Profile

New Horizons. Global Reach

Presentation

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TATA Group

Leadership with Trust



Revenues of **US\$ 103.51 billion**
with 67.3% from businesses outside India



**11th among the world's most reputable
companies** - Reputation Institute USA, 2009



660,800+ employees across 100
companies



34th among the world's **top 500 most
valuable brands** - Brand Finance UK, 2014



7 business sectors, operations
in more than **100 countries**



Two-thirds of the equity of **Tata Sons**,
the promoter holding company, held by
philanthropic trusts



Company Profile

Delivering value to all stakeholders



Incorporated
in **1962**



Worldwide network of subsidiaries
and offices



**Premier Trading and
Distribution** company



10,000+ employees worldwide



**Operates across 5 business
verticals** in metals, distribution,
leather and leather products,
minerals and agri trading



Drives **customer focus** and strategic
partnerships

Aspiring to be a **Global Leader**

Vision

To be globally significant in each of our chosen businesses by 2025

Mission

To be the most reliable global network for customers and suppliers, that delivers value through products and services. To be a responsible value creator for all our stakeholders.

Maintaining Our Values



Pioneering

We will be bold and agile, courageously taking on challenges, using deep customer insight to develop innovative solutions.



Integrity

We will be fair, honest, transparent and ethical in our conduct; everything we do must stand the test of public scrutiny.



Excellence

We will be passionate about achieving the highest standards of quality, always promoting meritocracy.



Unity

We will invest in our people and partners, enable continuous learning, and build caring and collaborative relationships based on trust and mutual respect.



Responsibility

We will integrate environmental and social principles in our businesses, ensuring that what comes from the people goes back to the people many times over.



Global Presence

39+ Countries

Emerging markets focused



Offices

India, China, UK, Myanmar, Portugal, Switzerland, Ethiopia, Poland, USA, Japan, South Korea, Italy, Netherlands, Indonesia, Spain, Russia, Taiwan



Subsidiaries

Hong Kong, UAE, Singapore, Brazil, Cambodia, South Africa, Kenya, Uganda, Zambia, Ghana, Nigeria, Senegal, Mozambique, Tanzania, Malawi, Zimbabwe, Côte d'Ivoire, Namibia, Mauritius, Madagascar, Vietnam

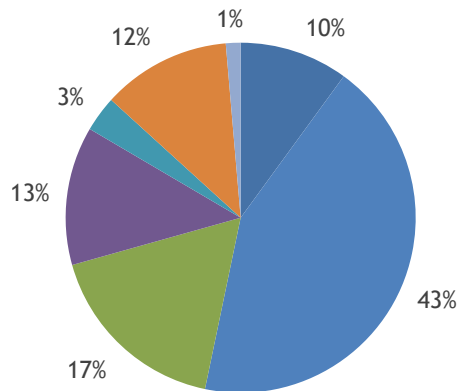


At a glance

Financials

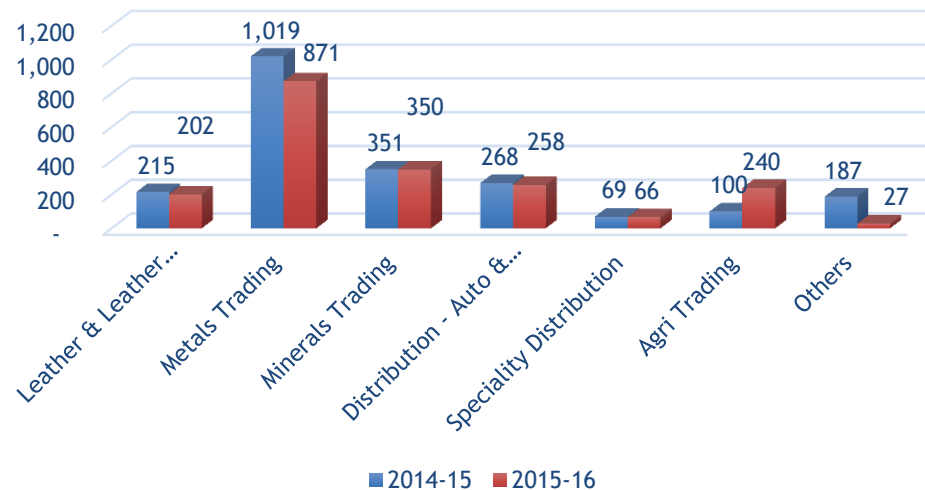
Worldwide revenue of US\$ 2.02 billion for FY16

Consolidated sales breakup (FY 16)



- Leather & Leather Products
- Metals Trading
- Minerals Trading
- Distribution - Auto & Allied
- Speciality Distribution
- Agri Trading
- Others

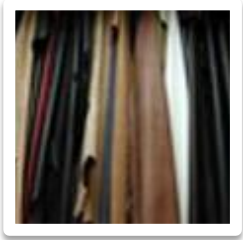
Vertical wise Turnover (USD Million)



Key Business Verticals

Leather & Leather Products

India's leading exporter partnering global brands



Fashion Leather

- Vagabond
- Peter Kaiser
- H H Brown
- George Shoe



Performance Leather

- Ford
- Tata Motors
- Chateaux D'aux
- Lear



Footwear

- Zara/ Massimo Dutti
- Marks and Spencers
- Wolverine
- Clarks
- Aerosoles



Garments

- Calvin Klein
- Diesel
- Kenneth Cole
- Marlboro Classics
- FCUK



Key Business Verticals

Metals, Minerals & Agri Trading

Leveraging global footprint and market knowledge



Metals Trading

- Steel
- Metallics and Rolls
- Products for Aluminium Industry
- Module Mounting Systems (Solar)
- Bicycles



Minerals Trading

- Coal
- Pet Coke
- Ores and fluxes
- Ferro alloys
- Base metals



Agri Trading

- Pulses & Sugar
- Focus on Africa & ASEAN

Key Business Verticals

Distribution

Leveraging key competencies for Africa & Asia

Auto and Allied



Automobiles

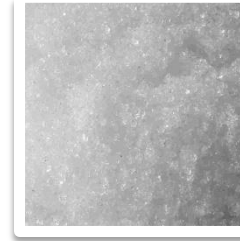
- Tata vehicles (Commercial & Passenger)
- Jaguar Land Rover



Infrastructure, Construction & Farm Machinery

- Aquarius
- Universal Construction Machinery
- John Deere
- Farmtrac

Speciality



Chemicals

General trading



Healthcare

Strategic Investments

Presence across select businesses

Joint Ventures



Trailers

- Tata DLT



Sales & Marketing

- Tata International
GST Auto
Leather
(TIGAL)

Others



Engineering

- Tata Precision

Business Excellence

Ensuring sustained value creation



Tata Business Excellence Model (TBEM)

Firmly committed to adoption and alignment of all processes in line with the Tata Business Excellence Model modeled after the Malcolm Baldrige Quality Award



Awards & Certifications

- Recipient of prestigious national and international awards and certifications for quality and sustainability projects
- Top exporter for leather and leather products from India since 1984
- ISO 9001:2008, ISO 14001:2004, ISO/TS 16949:2009 certifications
- Gold Rated Against LWG Standards



Beyond Business

Committed global corporate citizen



Community

- Scholarships
- Maintenance of public parks, libraries
- Adoption of school buildings
- Primary healthcare support
- Societal impact through Affirmative Action



Environment

- Eco friendly leather Facilities
- Sophisticated effluent treatment plant
- One of India's largest Solar thermal water heating systems
- Promoting Bio diversity



Empowerment

- Training in shoemaking to SC/ST women and underprivileged
- Self-help groups (SHG's)
- Women in Science awards in South Africa



Skills Training

- Industry internships
- Technical Training

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