

The background image shows the interior of a large, circular industrial dome. The dome's surface is a complex grid of steel beams, creating a radial pattern that converges towards a central point. A worker is visible on a scissor lift platform, positioned near the center of the dome. The lighting is dramatic, with bright spots and deep shadows, highlighting the metallic texture and the scale of the structure.

# The industrial consumer perspective

The completion of the EU internal energy market: “Getting to 2014 – Quantifying the benefits of an internal energy market”

Dr Karl-Ulrich Köhler, CEO Tata Steel Europe

September 2011

# Tata Steel Europe

Who we are and why we're so interested in energy markets



- Part of the Tata group, one of the world's fastest growing and most respected corporations
- Tata Steel itself a Fortune 500 company
- Top 10 global steel producer, 2<sup>nd</sup> largest in Europe
- Steel capacity of 28mt, 18mt in Europe
- More than 80,000 employees
- Serving customers all across the globe
- Turnover 2010-11: \$26.6 billion
- A well functioning energy market is critical to us:
  - We're a leading supplier of innovative products and solutions to the energy & power sector
  - We are a large energy user
  - Corporate responsibility is at the core of our values



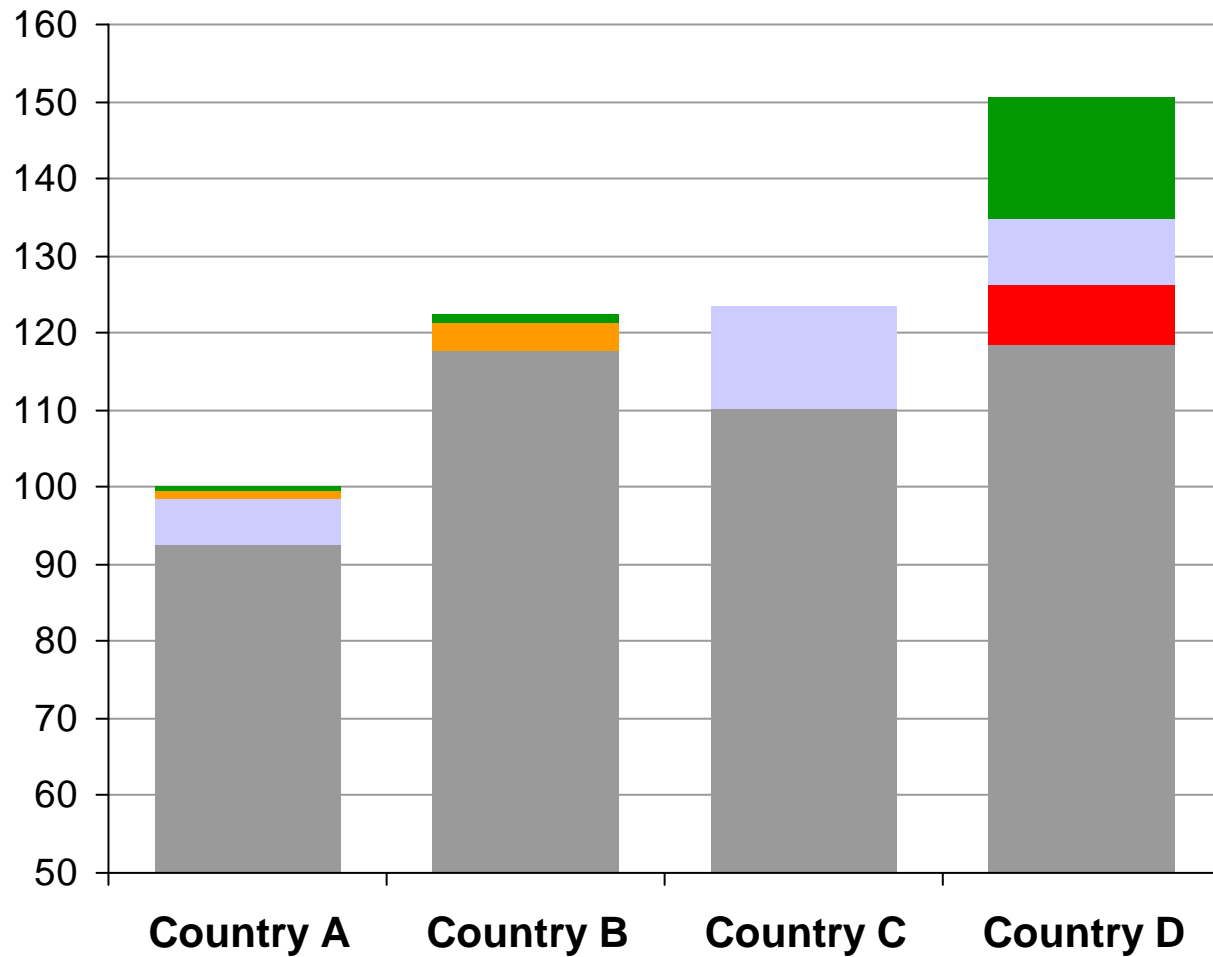
# The industrial consumer experience

## Consumers still face huge differences across Europe



Delivered electricity prices for four large industrial plants  
(Q2 2011, Indexed)

**ILLUSTRATIVE**



- Green taxes
- taxes
- grid/connection cost
- non-baseload
- Commodity

## Areas for further improvement

Important development areas from the (large) consumer view 

- Truly implement 3<sup>rd</sup> Package
- Regulators effectively representing customers across Europe
- Reduce differences in tax levels to make investment signals clearer
- Realism in international ambition and continued efforts for robust global deals

A level playing field for European businesses and supply chains

