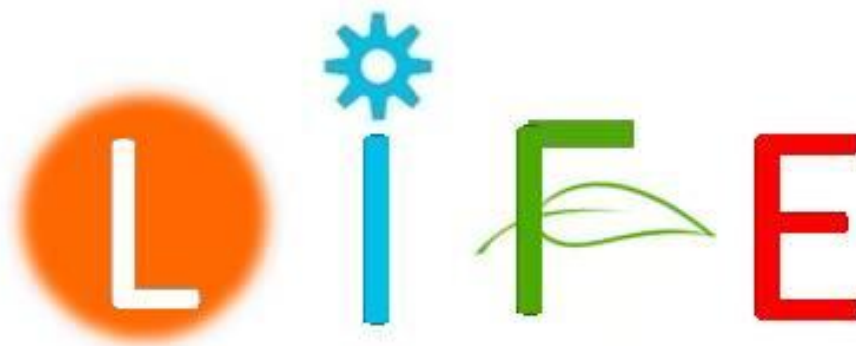




SERVING SOCIETY
THROUGH SCIENCE.

Q3 FY13 Results - Investor Presentation – 8th February 2013

We provide



Living Industrial Farm Essentials

Q3 FY13 Consolidated Financial Highlights

- Income from Operations at Rs. 4,197 Crs
- Profit from Operations at Rs. 536 Crs
- PBT at Rs. 345 Crs
- PAT after Minority Interest at Rs. 224 Crs
- EPS at Rs. 9 (Not Annualised)

Q3 FY13 Standalone Financial Highlights

- Income from Operations at Rs. 2,546 Crs
- Profit from Operations at Rs. 289 Crs
- PBT at Rs. 288 Crs
- PAT at Rs. 242 Crs
- EPS at Rs. 10 (Not Annualised)

Key Performance Highlights

Q3 FY 12 -13 – performance highlights:

- Demand across Soda Ash, Bi-carb and Salt stable
- Urea production on expected line. Encouraging demand for Neem-coated urea.
- SSP production and demand back on track
- EPM venture signs contract for preliminary feasibility study – important milestone for the project

Key Performance Highlights

- ECB second installment of USD 95 Mn repaid in December 2012
- Cash and cash equivalent as on 31st December 2012 at Rs. 1,597 Crs
- Subsidy receivable at Rs. 1,496 Crs. Collection a challenge

Commenting on the Company's Q3 FY2013 performance, Mr. R Mukundan, Managing Director said:

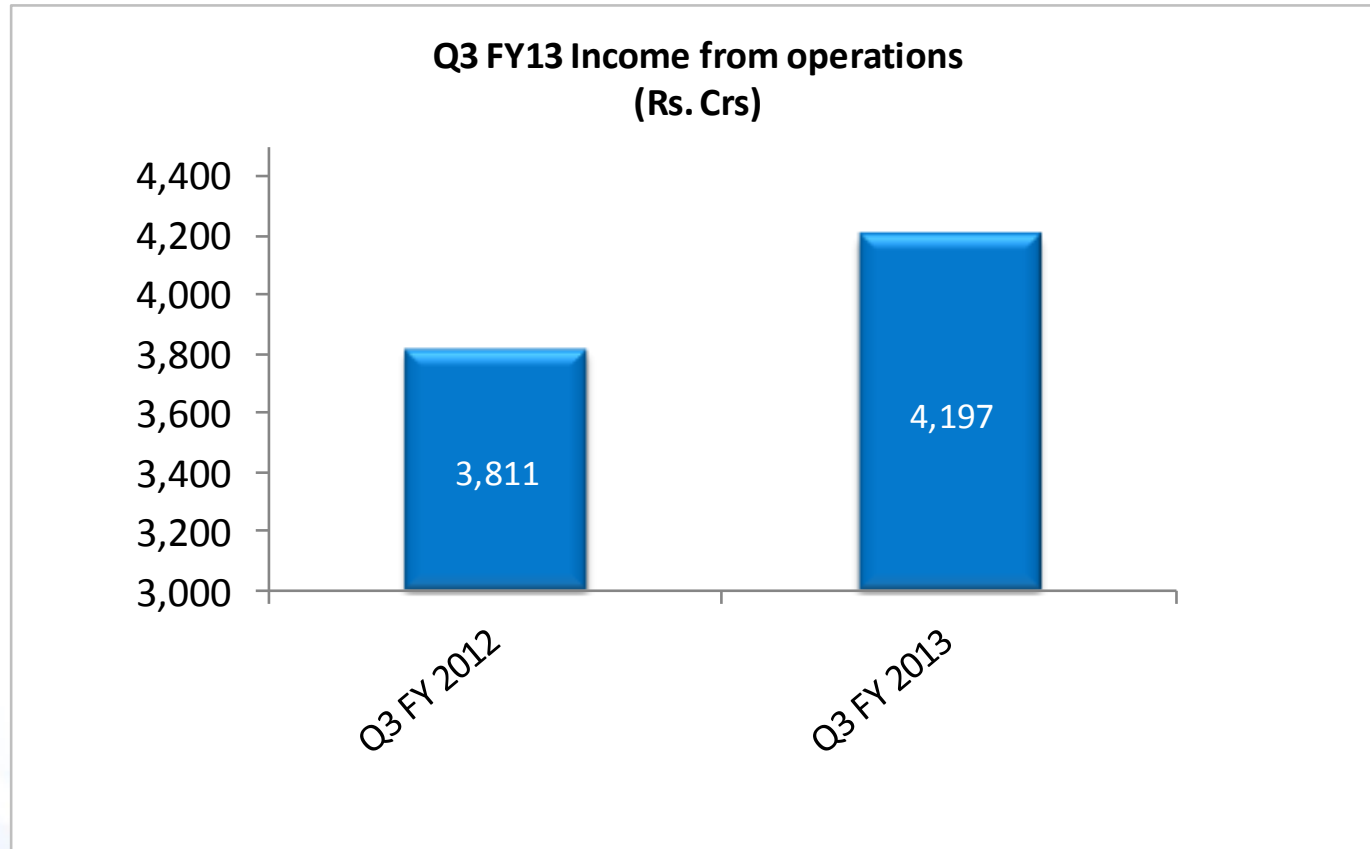
"Performance for the quarter under review was under stress due to Magadi & UK units' performance and phosphatics business. Continued outstanding of fertilizer subsidies has created working capital pressures for the company. However on the whole we remain positive on recent fertilizer policy announcements.

Going forward we expect Indian market to continue the growth momentum, however there would be continued pressure on soda ash and in the complex fertilizer business. We continue to lead the market in the national branded salt category with 66% market share.

Taking our consumer centricity focus further, during the quarter, launched 'Tata i-shakti Besan' in New Delhi market and a direct to customer based offering 'DAL ON CALL' providing free home delivery to customers.

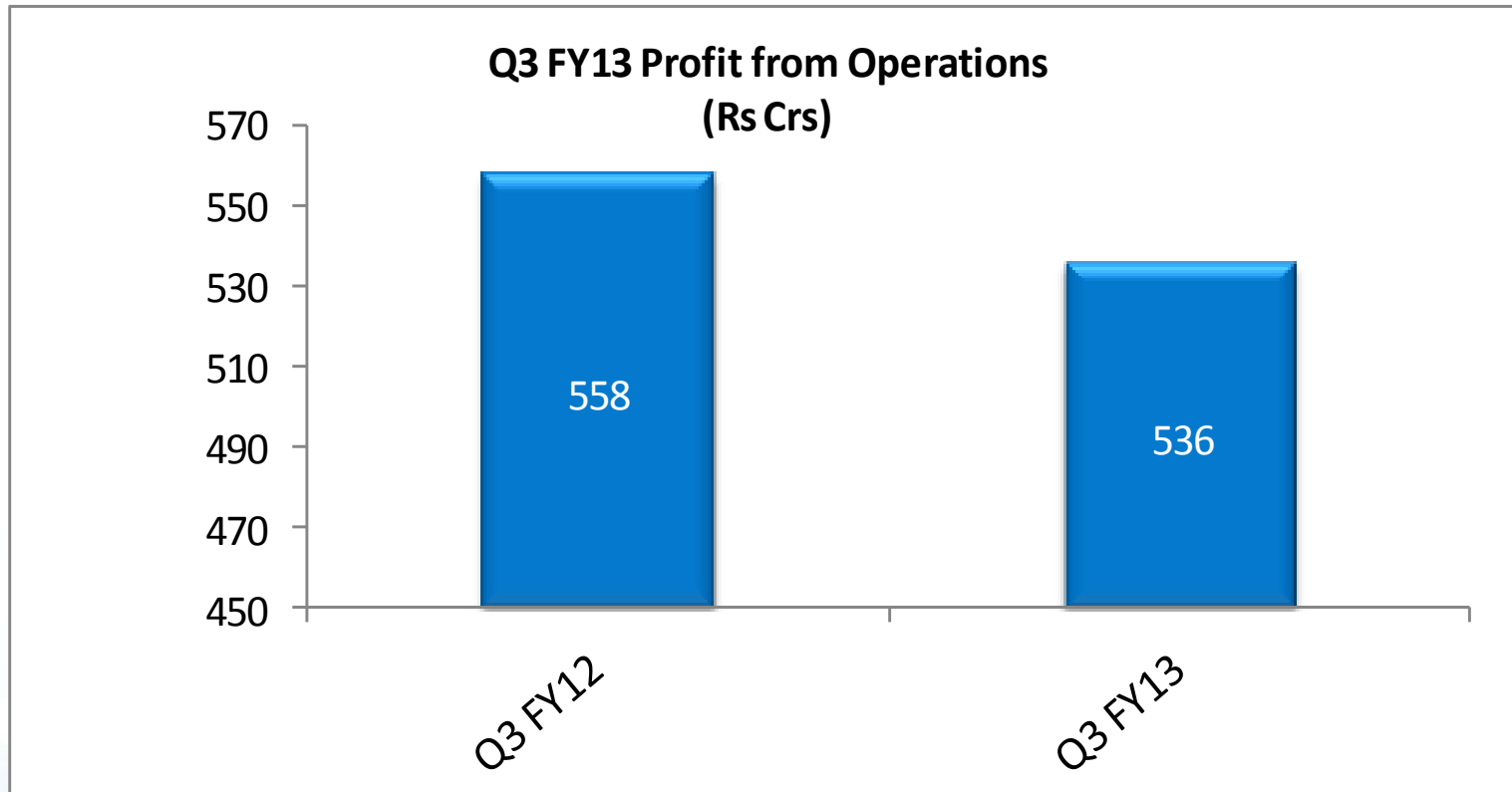
With announcement of the new urea policy, the company is taking steps to progress brown field expansion plan at Babrala. The company has already secured relevant statutory clearances for this project."

Consolidated Revenues



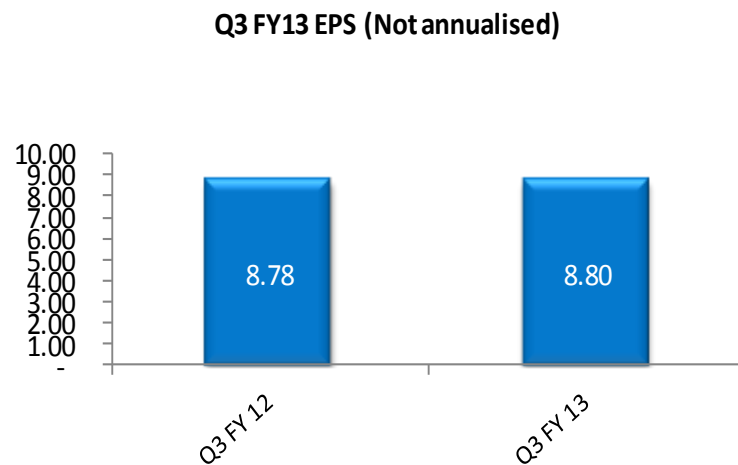
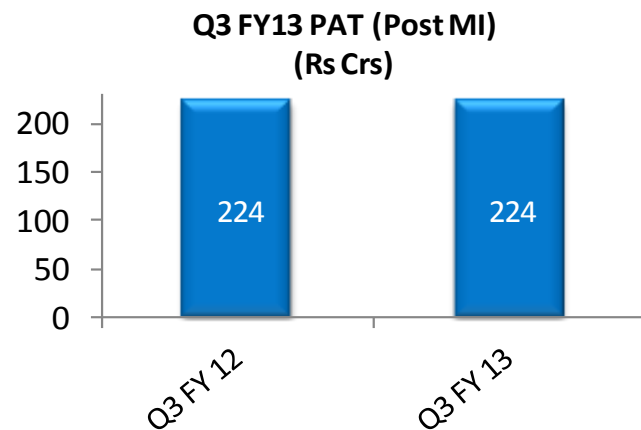
**Up by
10%**

Consolidated Profit from Operations



**Down by
4%**

Consolidated PAT & EPS



Key Ratios Consolidated

Particulars	As on December 31, 2012	As on March 31, 2012
Gross Debt/Equity	1.16	1.10
Net Debt/EBITDA	3.00	2.33
EPS (Diluted & annualized)	23.10*	32.88

*For Nine months ended 31st Dec, 12 on non-annualised basis.

Note:

1. Gross debt has been taken as total debt including short tem borrowings & current maturity of long term debt.
2. Net Debt is gross debt less cash balance & current investments

Q3 FY 13 Financial Highlights

Particulars (Rs / Crs)	Q3 FY13							Q3 FY12						
	TCL	TCEHL	TCAHL	IMACID	TCNA	Rallis	Consol	TCL	TCEHL	TCAHL	IMACID	TCNA	Rallis	Consol
Net Sales (Incl. Other Operating Income)	2,546	391	165	203	690	344	4,197	2,341	379	149	177	555	325	3,811
Profit from operations	289	33	4	8	163	45	536	298	58	15	21	106	47	558
PBT (after exceptional items)	288	-39	-23	7	120	33	345	200	32	-9	21	105	12	320
PAT (after MI & Share in Associate)	242	-39	-23	6	68	11	224	153	32	-26	17	66	4	224

Industry Essentials

- Global as well as domestic Soda Ash demand firm.
- Soda ash prices for the quarter were stable, pricing pressure increasing though
- Cement production higher than expectation
- TCE and TCNA production on expected lines
- TCM sales impacted due to rains – getting back to normalcy



Inorganic Chemicals

Mithapur soda ash production and sales volumes

Particulars (‘000 tonnes)	Q3 FY13	Q3 FY12	YTD Dec 12	YTD Dec 11
Sales Volumes	172	166	484	497
Production Volumes	204	186	569	554

Subsidiary Volumes

Particulars (‘000 tonnes)	Sales Volumes				Production Volumes			
	Q3 FY13	Q3 FY12	YTD Dec 12	YTD Dec 11	Q3 FY13	Q3 FY12	YTD Dec 12	YTD Dec 11
Europe	171	196	552	600	173	200	559	606
Africa	117	110	325	364	104	113	335	374
USA	629	544	1,770	1,788	614	535	1,757	1,772

Living Essentials

- TCL remained the market leader with 66.3% market share in the National Branded segment
- Tata Salt retailer family growing at a healthy pace
- Pulses sales volume growing steadily compared to previous year
- Launched Tata I-shakti Besan in Delhi
- Introduced DAL ON CALL in Mumbai – Toll Free No. 1800 108 4488



Branded Salt

Particulars (‘000 tonnes)	Q3 FY13	Q3 FY12	YTD Dec 12	YTD Dec 11
Sales Volumes*	223	219	680	642
Production Volumes*	255	207	750	620

* Includes Tata Salt & i-shakti Salt



Farm Essentials

- Urea production in line with expectation
- Neem coated urea demand seen rising in the market
- SSP production and demand growing steadily
- Rallis net sales up 12% on YOY basis
- Government announced new urea investment policy for brown field / green field projects
- IMACID pricing issue settled and production back on track

Nitrogenous (Urea)

Particulars ('000 tonnes)	Q3 FY13	Q3 FY12	YTD Dec 12	YTD Dec 11
Sales Volumes	319	320	862	884
Production Volumes	322	316	829	874

Phosphatic (NPK, DAP)

Particulars ('000 tonnes)	Q3 FY13	Q3 FY12	YTD Dec 12	YTD Dec 11
Sales Volumes	194	183	306	493
Production Volumes	210	194	335	504



About Us

Established in 1939, and part of the US\$ 100 billion Tata Group, Tata Chemicals operates broadly in three sectors - Living Essentials, Industry Essentials and Farm Essentials. It is structured in order to address all major segments of consumers in society namely Household (Living Essentials), Industry (Industry Essentials) and the Farmer (Farm Essentials).

Tata Chemicals Limited (TCL) is currently the second largest producer of soda ash in the world with manufacturing facilities in India, UK, Kenya and USA. It is India's leading Crop Nutrients Player with its own manufacturing of urea and phosphatic fertilisers and a leading player in crop protection business through its subsidiary Rallis. TCL is the pioneer and India's market leader in the branded, iodised salt segment and Tata Salt has been recognised as India's No.1 Food Brand for more than five years.

TCL has undertaken several key steps recently to leverage its expertise in sciences to develop high-tech and more sustainable products. It has set up the TCL Innovation Centre in Pune to develop world-class R&D capability in the emerging areas of nanotechnology and biotechnology. TCL has also invested in a Centre for Agriculture & Technology (CAT) at Aligarh to provide advice on farming practices in general and crop nutrition practices and solutions in particular. The company has also entered into a JV with Temasek Life Sciences Laboratory Ltd (TLL), Singapore for development of jatropha seedlings and agronomic package of practices.

To meet the challenge of providing safe drinking water to India's population, TCL, launched 'Tata Swach' in December 2009 – a unique and innovative water purifier that combines low-cost ingredients such as rice husk ash with nano - technology. The product combines technology, performance, convenience and above all, affordability to serve a basic human right of millions of consumers.

For further information please log on to **www.tatachemicals.com** or contact:

Investor Contacts

P. K .Ghose

D: +91 22 6665 7869

Email: pkghose@tatachemicals.com

Ranjeev Lodha

D: + 91 22 6665 7490

Email: rlodha@tatachemicals.com

Chintan Joshi

D: + 91 22 6665 7496

Email: cjoshi@tatachemicals.com

Thank You