



1

Q3 FY15-16 FINANCIAL HIGHLIGHTS

Q3 FY1516			
Consolidated	CY	PY	% Change
Net Sales	4,637	4,817	-4%
EBITDA	490	590	-17%
PBT	225	374	-40%
PAT	130	238	-45%
EPS	5.10	9.35	-45%

Q3 FY1516			
Standalone	CY	PY	% Change
Net Sales	2,999	3,016	-1%
EBITDA	284	275	3%
PBT	206	257	-20%
PAT	146	205	-28%
EPS	5.74	8.03	-28%

Rupees in Crores except EPS

KEY PERFORMANCE HIGHLIGHTS

Standalone

- Soda Ash and Salt in India deliver improved performance over last year
- Consumer portfolio revenues up by 25% over Q3 FY14-15
- Tata Sampann, foods product portfolio, pan-India roll out continues
- Subsidy receivable at Rs.1,577 Cr as on 31st December 2015

Consolidated

- Magadi has improved profitability in Q3 FY15-16
- US volumes impacted due to production outages and extreme weather conditions
- European operations stabilized, post commissioning of the steam turbine. The financial performance was adversely impacted by the marking to market of hedging contracts for future gas purchases, supporting soda ash production
- Adverse climatic conditions, weaker yields and lower prices of key crops impact Rallis India performance

Q3 FY1516 KEY FINANCIAL HIGHLIGHTS

Particulars (Rs Crs)	QE Dec 15							QE Dec 14						
	TCL	TCEHL	TCAHL	IMACID	TCNA	Rallis	Consol	TCL	TCEHL	TCAHL	IMACID	TCNA	Rallis	Consol
Net Sales (Incl. Other Operating Income)	2,999	395	179	128	664	310	4,637	3,016	445	166	151	793	390	4,817
Profit from operations	284	25	24	12	97	37	490	275	8	41	13	202	51	590
PBT (after exceptional items)	206	-54	1	8	47	18	225	257	-38	26	15	157	36	374
PAT (after MI & Share in Associate)	146	-54	1	7	20	10	130	205	-38	26	12	100	13	238

INDUSTRY ESSENTIALS

- Soda ash market remains in balance
- Indian Chemicals Business registers a healthy performance
- European operations stabilized, post commissioning of the steam turbine. The financial performance was adversely impacted by the marking to market of hedging contracts for future gas purchases, supporting soda ash production
- Magadi operations reflects improved performance
- US operations were impacted by production outages and extreme weather conditions



INORGANIC CHEMICALS

Mithapur soda ash
production and sales
volumes

Particulars (^{'000 tonnes})	QE Dec15	QE Dec14
Sales Volumes	174	180
Production Volumes	202	207

Subsidiary Volumes

Particulars (^{'000 tonnes})	Sales Volumes		Production Volumes	
	QE Dec15	QE Dec14	QE Dec15	QE Dec14
Europe	144	122	85	86
Africa	72	85	86	83
USA	497	624	499	602

*post PAM mothball

LIVING ESSENTIALS

- TCL continues the journey of transformation towards a more consumer facing business
- TCL is a market leader in the national branded salt segment with 66.7 % market share
- Tata Salt ranked No.2 on the Brand Equity 'Most Trusted Brands' survey
- Branded Pulses sales up 54% over the previous year
- Branded Spices successfully launched in seven states; Delhi, UP, MP, Bihar, J&K, Uttarakhand and Rajasthan



Branded Salt

* Includes Tata Salt & i-shakti Salt

Particulars ('000 tonnes)	QE Dec15	QE Dec14
Sales Volumes*	252	234
Production Volumes*	244	228

FARM ESSENTIALS

- Subsidy receivable at Rs.1,577 Cr as on 31st December 2015

- Adverse climatic conditions, deficient rainfall impact

Rallis India performance

Urea

Particulars (^{'000 tonnes})	QE Dec15	QE Dec14
Sales Volumes	309	305
Production Volumes	311	304

Complex Fertiliser

Particulars (^{'000 tonnes})	QE Dec15	QE Dec14
Sales Volumes*	136	217
Production Volumes	45	211

*DAP market serviced through inputs

THANK YOU



John Mulhall

P: +91 22 6665 8282

Email: jmulhall@tatachemicals.com

Ranjeev Lodha

P: + 91 22 6665 7833

Email: rlodha@tatachemicals.com

Keya Muriya

D: + 91 22 6665 7496

Email: kmuriya@tatachemicals.com