



TATA CHEMICALS

Q1 2013 -14 Results - Investor Presentation



Q1 FY13-14 Financial Highlights

Standalone

- Income from Operations at Rs. 1692 Crs
- Profit from Operations at Rs. 213 Crs
- PBT at Rs. 131 Crs
- PAT at Rs. 100 Crs
- EPS at Rs. 3.94 (Not Annualised)

Consolidated

- Income from Operations at Rs. 3312 Crs
- Profit from Operations at Rs. 411 Crs
- PBT at Rs. 161 Crs
- PAT after minority interest at Rs. 75 Crs
- EPS at Rs. 2.95 (Not Annualised)

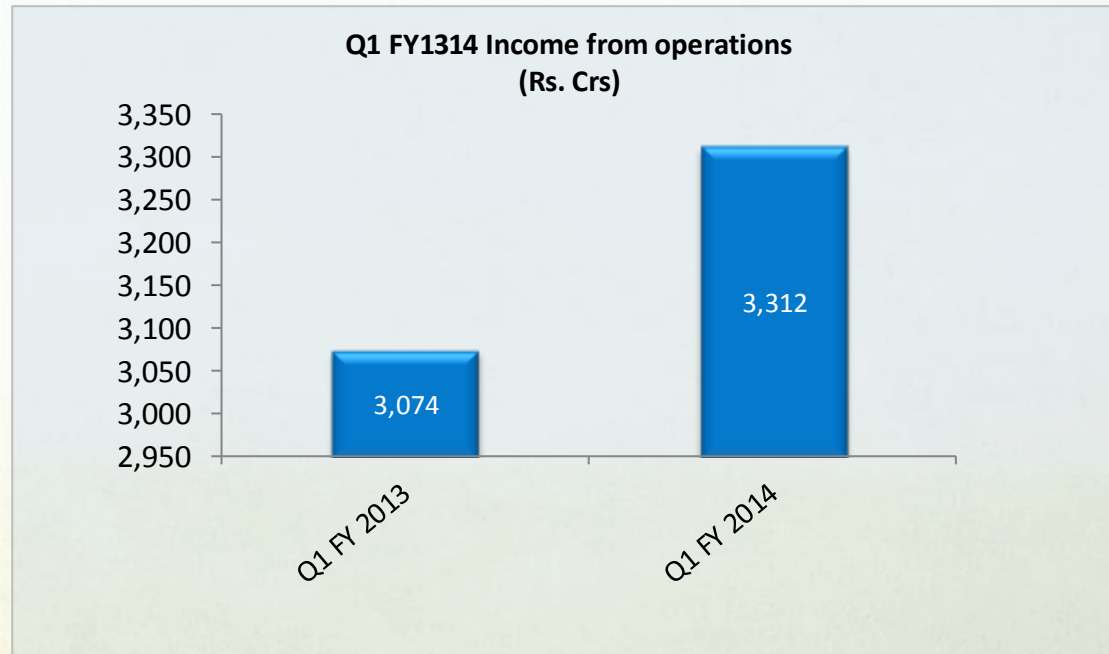
Key Performance Highlights

- Domestic chemicals business registers healthy sales volumes in most of the products, realisations stable
- Consumer products business performance on expected lines.
- Global Chemicals performance impacted due to softening demand, lower realisations and plant stoppages
- Haldia production suffers due to non availability of Phos acid in Q1
- Agri and Trading fertiliser business volumes impacted due to volatile exchange rates
- Rallis EBITDA up at 12% due to improved performance of Metahelix

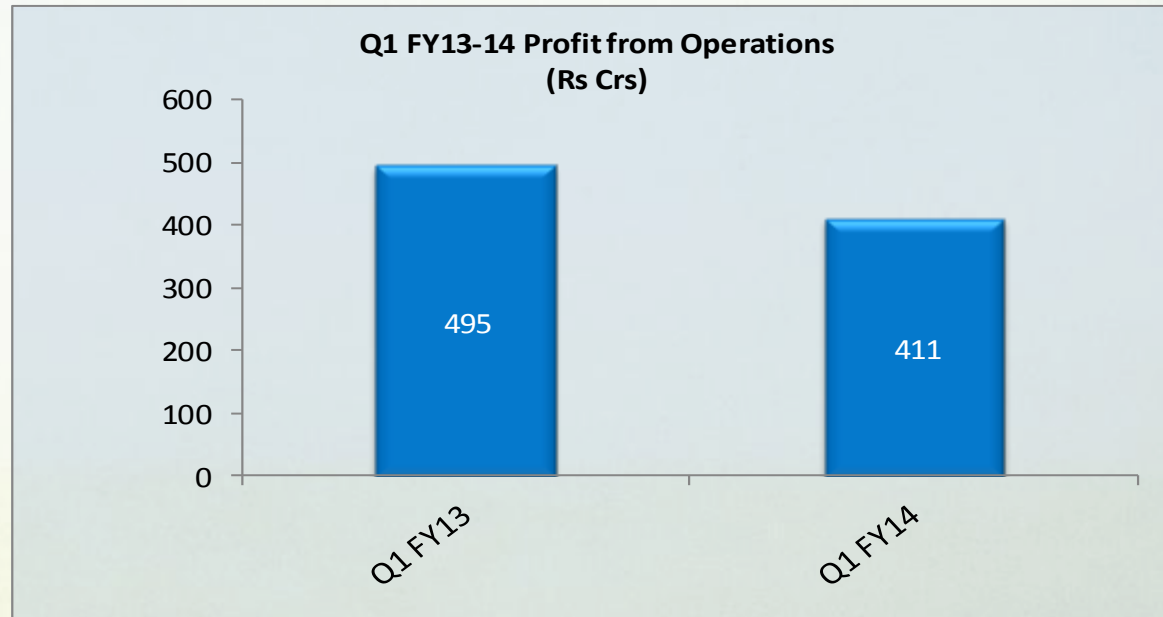
Key Financial Performance Highlights

- Subsidy receivable at Rs. 1160 Crs as on 30th June 2013 compared to Rs. 1753 Crs on 31st March 2013
- Subsidy collections likely to face pressure in the coming quarters.
- ECB USD 475 million : The third instalment of USD 95 million repaid in June 2013.

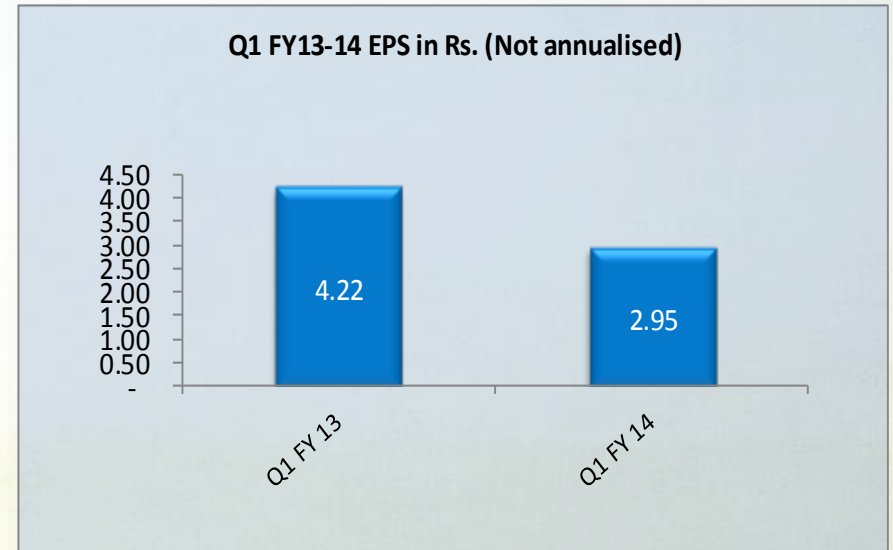
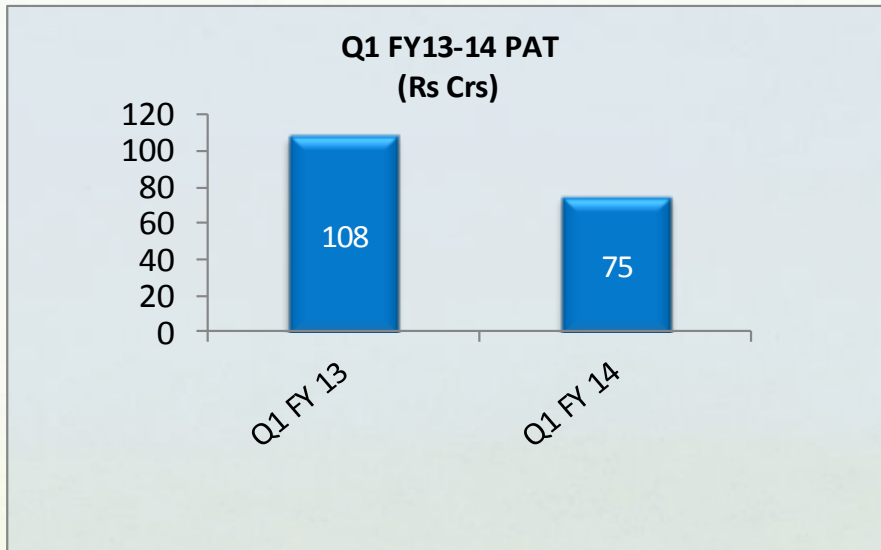
Consolidated Revenues



Consolidated Profit from Operations



Consolidated PAT & EPS





Q1 FY 1314 Financial Highlights

| Particulars (Rs Crs) | QE June 13 | | | | | | | QE June12 | | | | | | |
|--|------------|-------|-------|--------|------|--------|--------|-----------|-------|-------|--------|------|--------|--------|
| | TCL | TCEHL | TCAHL | IMACID | TCNA | Rallis | Consol | TCL | TCEHL | TCAHL | IMACID | TCNA | Rallis | Consol |
| Net Sales (Incl. Other Operating Income) | 1,692 | 404 | 165 | 113 | 649 | 413 | 3,312 | 1,545 | 411 | 170 | 42 | 669 | 347 | 3,074 |
| Profit from operations | 213 | 43 | -7 | 3 | 119 | 48 | 411 | 224 | 72 | 2 | -10 | 178 | 37 | 495 |
| PBT (after exceptional items) | 131 | -2 | -35 | -2 | 77 | 36 | 161 | 89 | 14 | -25 | -12 | 137 | 33 | 210 |
| PAT (after MI & Share in Associate) | 100 | 8 | -35 | -3 | 36 | 14 | 75 | 68 | 14 | -25 | -12 | 78 | 12 | 108 |

Industry Essentials

- Global Soda Ash demand as well as realisations stable
- Domestic Soda Ash demand stable and prices improving
- Soda Ash production at Europe impacted due to delayed turndown
- Magadi production marginally impacted due to power interruption
- Production at Tata Chemicals North America on expected lines



Inorganic Chemicals

Mithapur soda ash
production and sales
volumes

| Particulars (‘000 tonnes) | QE June 13 | QE June 12 |
|------------------------------|------------|------------|
| Sales Volumes | 167 | 154 |
| Production Volumes | 193 | 179 |

Subsidiary Volumes

| Particulars (‘000 tonnes) | Sales Volumes | | Production Volumes | |
|------------------------------|---------------|------------|--------------------|------------|
| | QE June 13 | QE June 12 | QE June 13 | QE June 12 |
| Europe | 178 | 195 | 187 | 196 |
| Africa | 121 | 105 | 110 | 103 |
| USA | 580 | 575 | 569 | 566 |

Living Essentials

- Tata Salt sales up by 3.4%.
- TCL salt franchisee market leader with 65.2 % market share in national branded salt segment
- Launched operation 'Vistaar' to enhance retail penetration for i-Shakti Pulses



Branded Salt

| Particulars ('000 tonnes) | QE June 13 | QE June 12 |
|---------------------------|------------|------------|
| Sales Volumes* | 227 | 228 |
| Production Volumes* | 250 | 251 |

* Includes Tata Salt & i-shakti Salt

Farm Essentials

- Urea production in line with expectation. Q1 experienced higher Urea imports. Global urea prices down. Will have to watch the next few quarters.
- **Neem coated** urea accounted for **35.7%** of total urea production. SSP production higher than expectation
- DAP / NPK production impacted due to clarity on subsidies and stoppages
- In Q1 FY14 **Rallis registered 20% growth** in revenue – net sales at Rs. 409 crores – a new milestone. Net profit at **Rs. 27 Crore up by 14%**
- IMACID resumed production in May 2013 post shut down. Production on expected line

Nitrogenous (Urea)

| Particulars ('000 tonnes) | QE June 13 | QE June 12 |
|---------------------------|------------|------------|
| Sales Volumes | 316 | 222 |
| Production Volumes | 290 | 194 |

Phosphatic (NPK, DAP)

| Particulars ('000 tonnes) | QE June 13 | QE June 12 |
|---------------------------|------------|------------|
| Sales Volumes | 37 | 0 |
| Production Volumes | 49 | 0 |



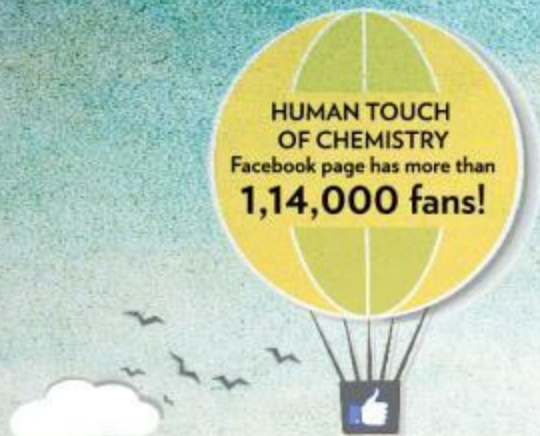
About Us

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.



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