



Q1 2014/15 Results – Media Presentation

Q1 FY14-15 FINANCIAL HIGHLIGHTS



Standalone

- Income from Operations at Rs. 2116 Crs
- Profit from Operations at Rs. 279 Crs
- PBT at Rs. 231 Crs
- PAT at Rs. 170 Crs
- EPS at Rs. 6.65 (Not Annualised)

Consolidated

- Income from Operations at Rs. 3847 Crs
- Profit from Operations at Rs. 504 Crs
- PBT at Rs. 315 Crs
- PAT after minority interest at Rs. 176 Crs
- EPS at Rs. 6.89 (Not Annualised)

KEY PERFORMANCE HIGHLIGHTS



Standalone

- Better volumes and realisations across most verticals
- Soda Ash demand continues to be robust.
- Fertiliser sales - non bulk registers impressive growth
- Consumer products business growth in line with expectation

Consolidated

- European and Kenyan business restructuring on. Performance on expected lines.
- Global soda ash demand continues to be positive. Better realisation at TCNA.
- Rallis India Q1 sales up by 14 % to Rs. 465 Cr / PAT at Rs.37 Cr

KEY HIGHLIGHTS



- Better Realisation in India and TCNA and higher sales volumes in key domestic businesses.
- No AS 11 charge from this quarter
- On going Restructuring in UK – steam turbine expected to be commissioned by Q3 next financial year
- Kenya restructuring completed. Q2 may have some impact of Restructuring expenses. Positive impact expected post that.
- Last year Q1 - Haldia plant was shut due to Raw material shortage which impacted PY results negatively.
- Subsidy receivable at Rs. 1687 Cr as on 30th June 2014. Subsidy collections under pressure.

INDUSTRY ESSENTIALS

- Global Soda Ash demand remained positive. Likely to grow at about 1.5% per annum.
- Domestic Soda Ash demand stable
- Soda ash demand in Europe showing early signs of recovery
- Magadi SAM volumes improve compared to previous year
- Better realization at North America.



INORGANIC CHEMICALS



Mithapur soda ash production and sales volumes

Particulars ('000 tonnes)	YTD Jun14	YTD Jun13
Sales Volumes	162	167
Production Volumes	190	193

Subsidiary Volumes

Particulars ('000 tonnes)	Sales Volumes		Production Volumes	
	YTD Jun14	YTD Jun13	YTD Jun14	YTD Jun13
Europe	125	178	87	187
Africa	120	121	125	110
USA	567	580	570	569

LIVING ESSENTIALS

- TCL salt - market leader in the national branded salt segment with 57% marker share. Salt demand growing at a steady pace.
- I shakti pulses and Tata swachh water purifier sales on expected lines
- Tata Swachh RO phased roll out continues and is supported by extensive print campaign



Branded Salt

* Includes Tata Salt & i-shakti Salt

Particulars ('000 tonnes)	YTD Jun14	YTD Jun13
Sales Volumes*	232	227
Production Volumes*	236	250





FARM ESSENTIALS

- Urea production in line with expectation
- **Neem coated** urea accounted for 29% of total urea production for the Q1 FY15
- SSP production in line with expectation
- **Rallis registered 14 % growth in sales in Q1.**
- IMACID production and sales growing steadily.

Nitrogenous (Urea)

Particulars ('000 tonnes)	YTD Jun14	YTD Jun13
Sales Volumes	306	316
Production Volumes	316	290

Phosphatic (NPK, DAP)

Particulars ('000 tonnes)	YTD Jun14	YTD Jun13
Sales Volumes	111	37
Production Volumes	135	49

RECOGNITIONS RECEIVED



CII Efficient Energy Management Award – Babrala Plant



Best Supplier in Inorganic Chemicals Category by Unilever



