

Transform



Grow

Investors & Analyst Communication on Financial Results
3 months ended 30 June 2018

Dated: 14 August 2018

Safe Harbour Statement

"This Presentation, except for the historical information, may contain statements, including the words or phrases such as 'expects, anticipates, intends, will, would, undertakes, aims, estimates, contemplates, seeks to, objective, goal, projects, should' and similar expressions or variations of these expressions or negatives of these terms indicating future performance or results, financial or otherwise of Tata Chemicals Limited, its direct and indirect subsidiaries and its associates. Actual results might differ substantially or materially from those expressed or implied. Important factors that could make a difference to the Company's operations include, among others, economic conditions affecting demand / supply, price conditions in the domestic and overseas markets in which the Company operates, changes in Government policies and regulations, tax laws, and other statutes and incidental factors. You are urged to view all statements contained herein with caution. Tata Chemicals Limited does not undertake any obligation to update or revise forward look statements, whether as a result of new information, future events or otherwise"

Key Summary Highlights

Phosphatic Fertiliser business divestment completed on 1 June 2018

Consolidated Revenue higher by **Rs 242 Cr** (↑ 10%), **Standalone** higher by **Rs 128 Cr** (↑ 15%)

- **Basic Chemistry Products** Segment Revenue up by **Rs 63 Cr** (↑ 3%)
- **Consumer Products** Segment Revenue up by **Rs. 108 Crs** (↑ 33%)
- **Specialty Products** Segment Revenue up by **Rs. 116 Crs** (↑ 25%)

Consolidated PAT from Continuing Operations up by **Rs 33 Cr** (↑ 14%)

Standalone PAT from Continuing Operations up by **Rs 109 Cr** (↑ 70%)

Cash & Cash equivalent as on 30th June 2018 : **Consolidated Rs 4,960 Cr & Standalone Rs 3,996 Cr**

Consolidated Net Debt down from Rs 1,860 Cr to **Rs 1,506 Cr** (↓ Rs 354 Cr)

On a Standalone basis, the Company continues to be **Net Debt free**

Business Updates - Quarter

Completed acquisition of Allied Silica Limited



June 18, 2018: Completed the acquisition of precipitated silica business of Allied Silica Limited by way of a slump sale on a going concern basis for **Rs 123 Cr.**

New Reporting Segment

Basic Chemistry Products

Soda Ash, Sodium Bicarbonate, Marine Chemicals, Caustic Soda, Cement & other bulk chemicals

Consumer Products

Salt, Pulses, Spice and other branded consumer products

Specialty Products

Nutritional Solutions, Advance Materials, Traded seeds, pesticides and specialty crop nutrients

Products New Launch

Variety of Chutneys



Organic Dals



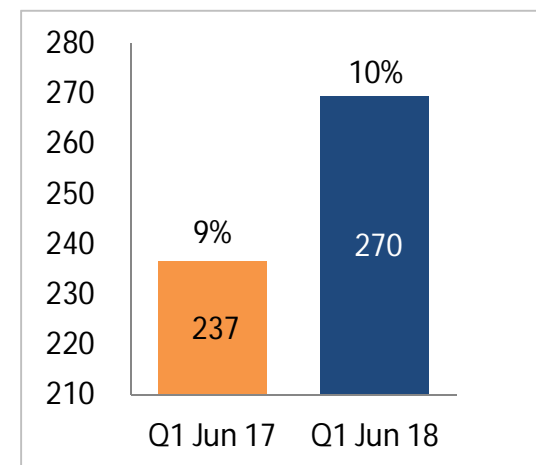
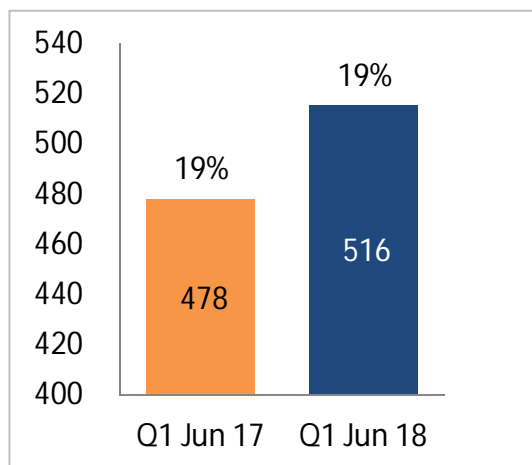
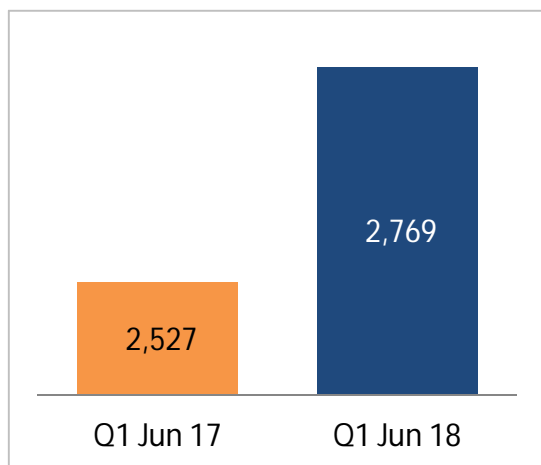
New Improved Zero Sugar



Financials Highlights for the Quarter ended 30 June 2018

Continuing Operations Only

Consolidated

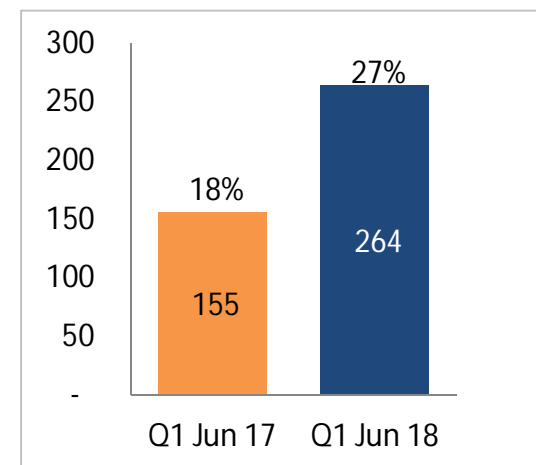
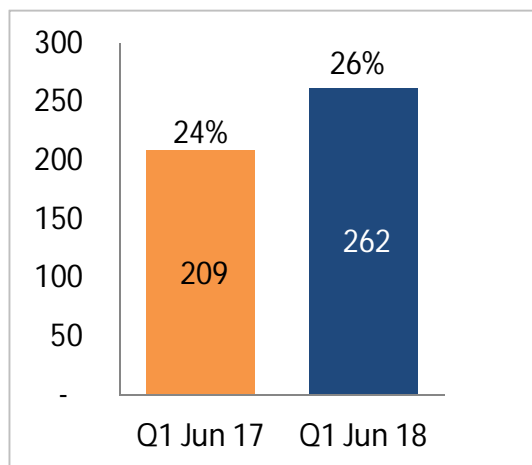
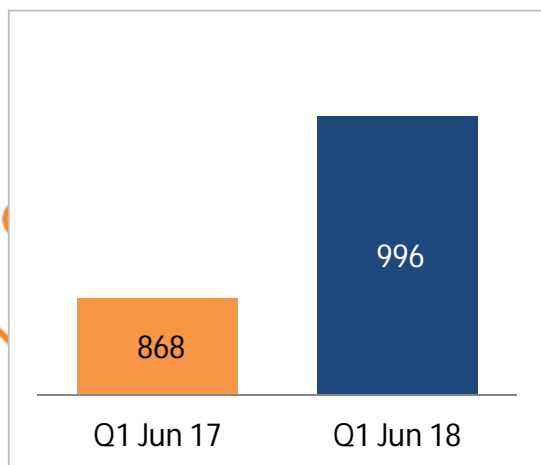


Revenue

EBITDA

PAT

Standalone

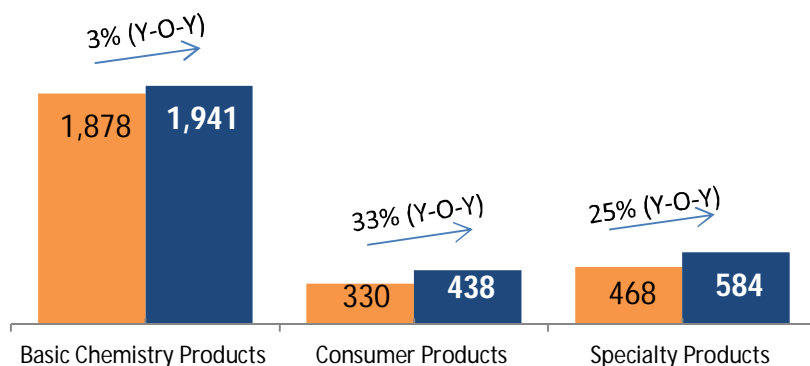


Note: Financials are for Continuing Operations only, Discontinued Operation reported a net loss of Rs (8) Cr (PY Profit of Rs 5 Cr)
Consolidated PAT is before Non-controlling Interests

Reporting Segment (Revised)

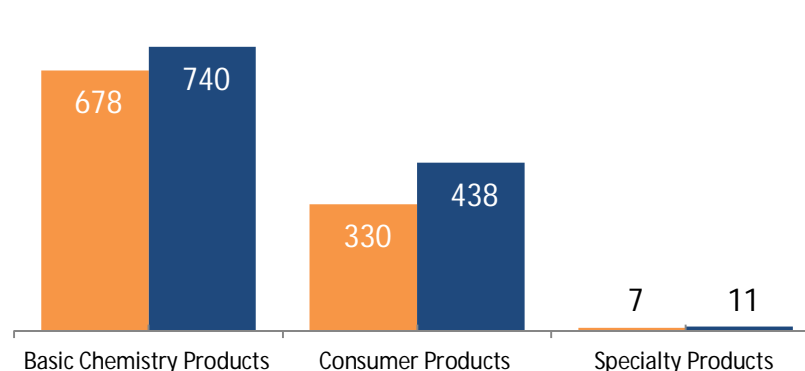
Continuing Operations Only

Consolidated Revenue (Rs Cr)



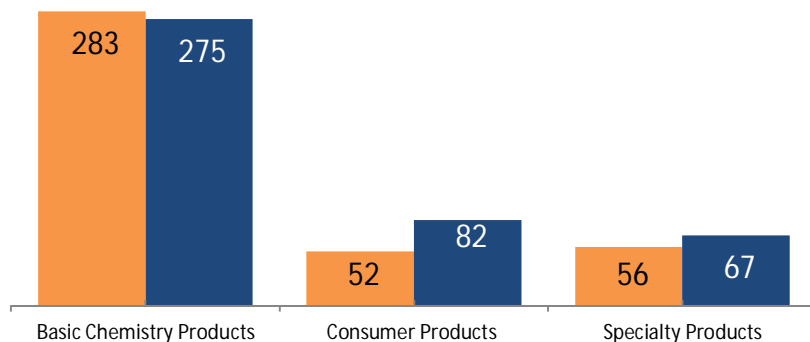
Excludes Inter Segment Revenue of **Rs 201 Cr** (PY Rs. 153 Cr) & Unallocated Revenue of **Rs 6 Cr** (PY Rs 4 Cr)

Standalone Revenue (Rs Cr)

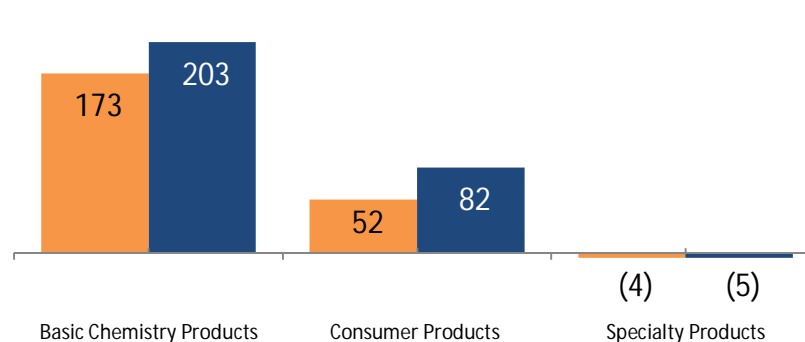


Excludes Inter Segment Revenue of **Rs 198 Cr** (PY Rs. 152 Cr) & Unallocated Revenue of **Rs 4 Cr** (PY Rs 4 Cr)

Consolidated Results (Rs Cr)



Standalone Results (Rs Cr)



Q1 June 2017

Q1 June 2018

Financials Highlights for Quarter ended 30 June 2018

Consolidated

- TCNA performance reflects the planned maintenance outage in June 2018, partly offset by lower variable cost and improved sales realization.
- TCE business performance remained flat, with focus on improving the plant reliability after last year's fire incidence at Lostock.
- TCML performance was impacted by heavy rains, causing floods in Lake Magadi and a planned shutdown in April and May for regular maintenance.
- Rallis India sales volumes were higher due to the normal monsoon in most parts of the country

Standalone

- India's Basic Chemistry products business continues to perform in line with expectation, with better sales mix, improved sales realization and better plant efficiency.
- TATA Salt continues maintains its leadership position in branded salt segment, with higher volumes and better sales realization. Consumer Products (ex-salt) continues its focus on improving supply chain, market reach and availability.
- Our plan for new manufacturing facilities for Nutritional Solutions and HDS are on schedule.
- Subsidy outstanding receivable was **Rs 511 Cr** as on 30 June 2018 (**Rs. 859 Cr** as on 31 Mar 18)

Subsidiary Financials

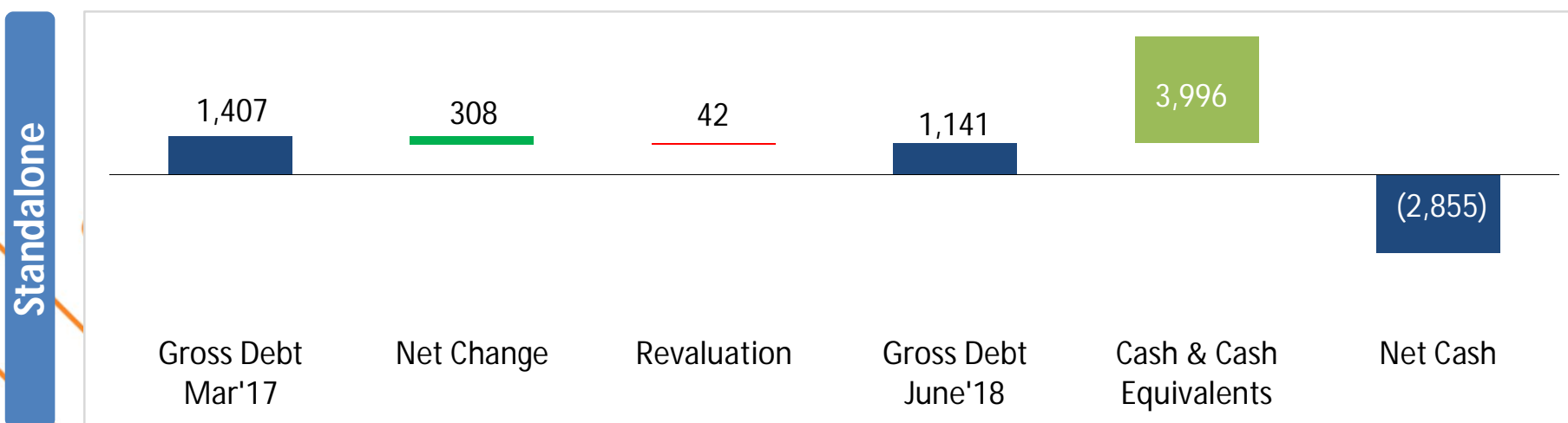
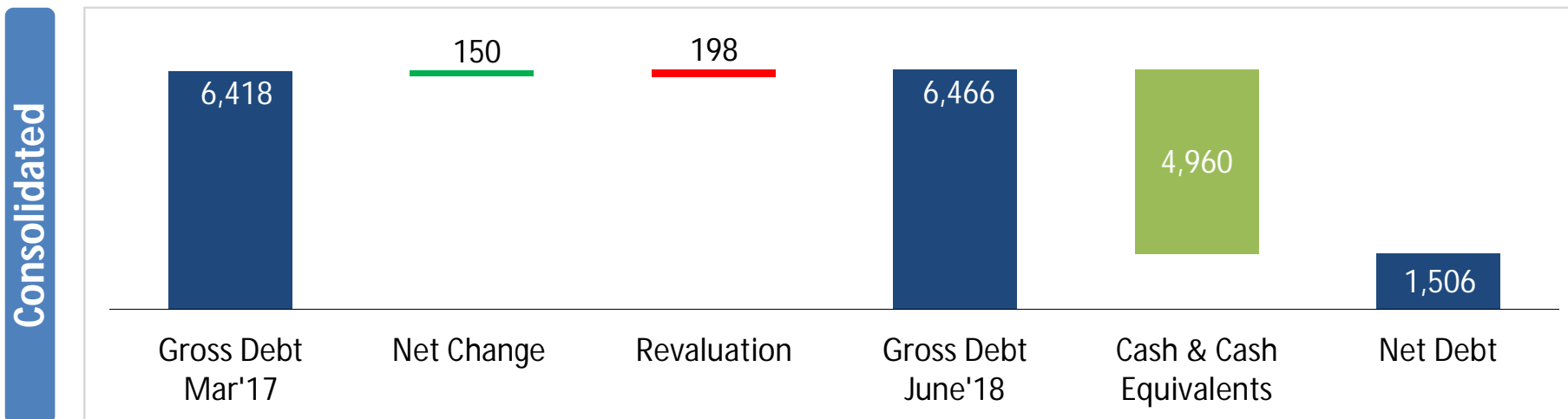
Quarter ended June												
Units	TCL India		US		UK		Africa		Rallis		Consolidated*	
Rs Cr	PY	CY	PY	CY	PY	CY	PY	CY	PY	CY	PY	CY
Revenue from Operations	868	996	795	765	339	357	113	95	460	573	2,527	2,769
EBITDA	209	262	149	132	22	45	20	(12)	70	83	478	516
PBT	221	368	70	52	(11)	5	8	(25)	61	76	295	373
PAT	155	264	27	21	(11)	5	8	(25)	45	55	173	214

* Include SPV and after consolidation adjustments

- PBT is before exceptional items & Share of profit of Joint Ventures

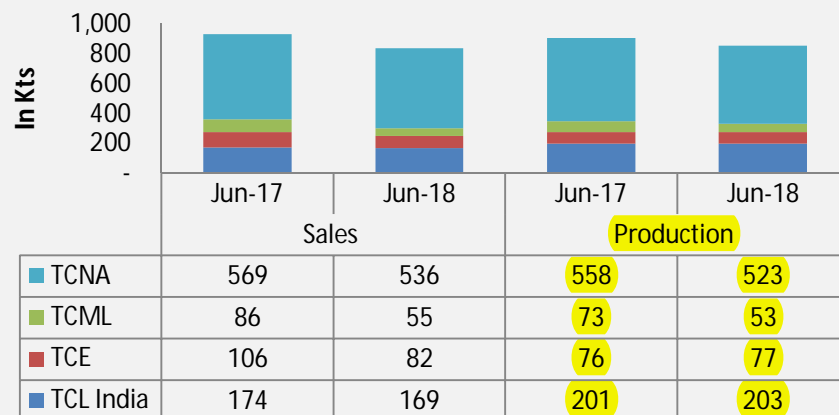
- PAT (after NCI) for Equity Shareholders

Debt Position as on June 2018

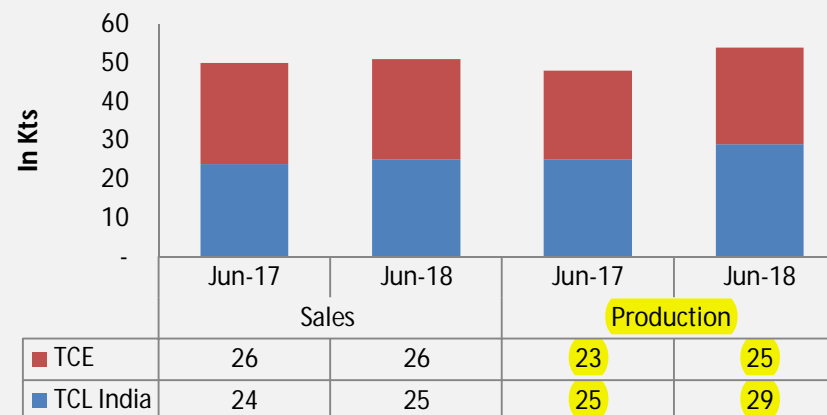


Quantitative data – Key Products

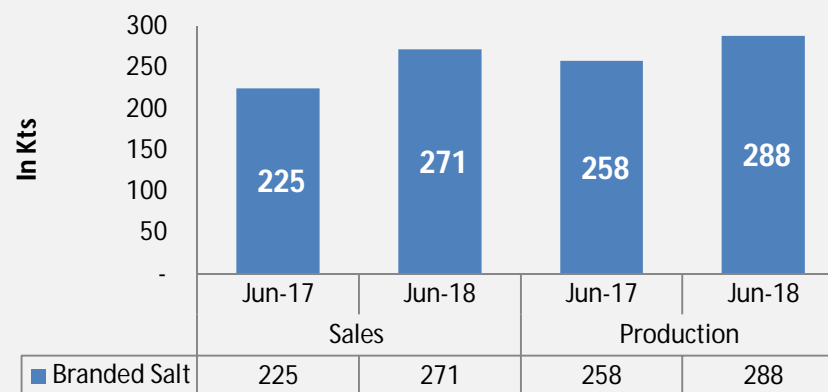
Soda Ash volumes (In Kts.)

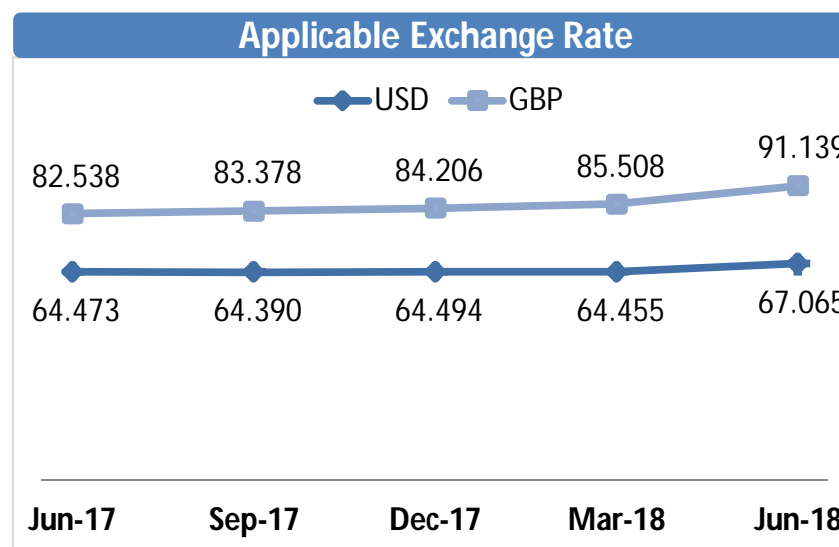


Sodium Bicarbonate volumes (In Kts.)



Branded Salt (In Kts)
(including TATA Salt & i-shakti)





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