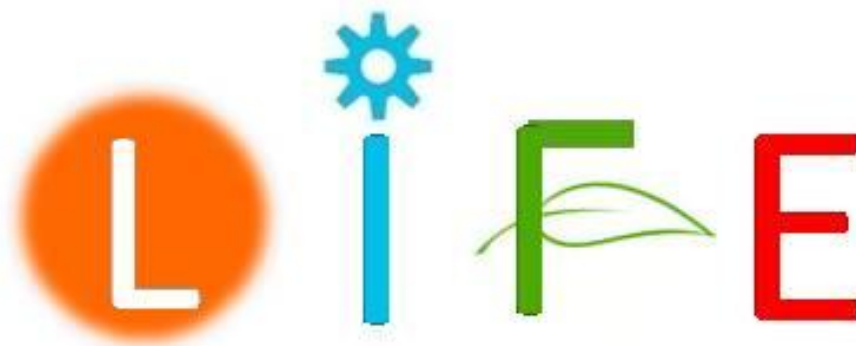




SERVING SOCIETY
THROUGH SCIENCE.

Q4 FY12-13 Results - Investor Presentation – 27th May 2013

We provide



Living Industrial Farm Essentials

Q4 FY12-13 Standalone & Consolidated Financial Highlights

Standalone

- Income from Operations at Rs. 1,998 Crs
- Profit from Operations at Rs. 182 Crs
- PBT at Rs. 208 Crs
- PAT at Rs. 160 Crs
- EPS at Rs. 6 (Not Annualised)

Consolidated

- Income from Operations at Rs. 3391 Crs
- Profit from Operations at Rs. 471 Crs
- PBT at (-) Rs. **82** Crs
- PAT after minority interest at (-) Rs. **188** Crs
- EPS at (-) Rs. **7** (Not Annualised)

Declares dividend of Rs. 10 per share-Total outlay Rs. 294.42 Crs

FY12-13 Standalone & Consolidated Financial Highlights

Standalone

- Income from Operations at Rs. 8,530 Crs
- Profit from Operations at Rs. 1,046 Crs
- PBT at Rs. 825 Crs
- PAT at Rs. 643 Crs
- EPS at Rs. 25

Consolidated

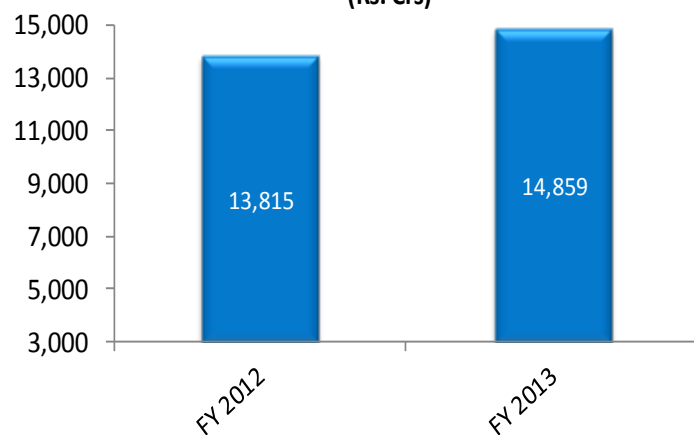
- Income from Operations at Rs. 14,859 Crs
- Profit from Operations at Rs. 2,163 Crs
- PBT at Rs. 913 Crs
- PAT at Rs. 400 Crs
- EPS at Rs. 16

Key Performance Highlights

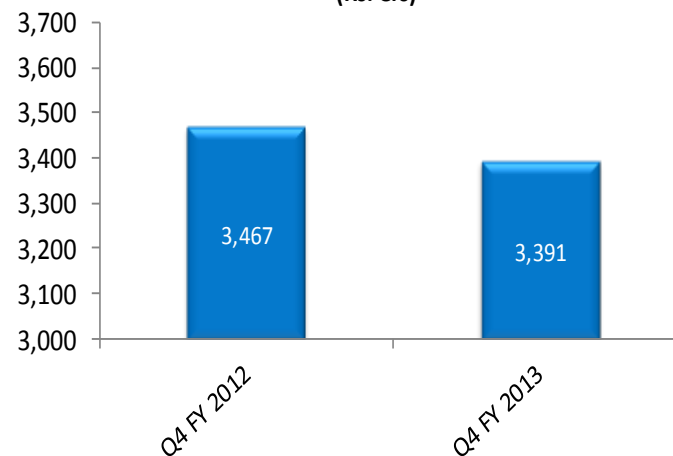
- Standalone cash and cash equivalent as on 31st March 2013 at Rs. 1,092Cr
- Subsidy receivable at Rs. 1753 Crs as on 31st March 2013. Collection of subsidy remains a big challenge and is a drain on cash flow and profitability
- Of a total ECB of USD 475 million raised in March 2008, the outstanding balance is USD 285 million (of which USD 255 million is hedged).

Consolidated Revenues

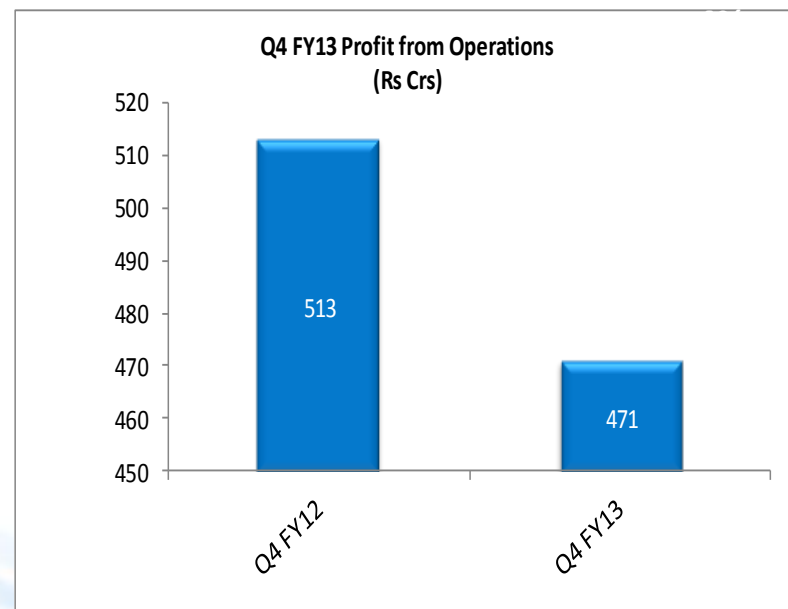
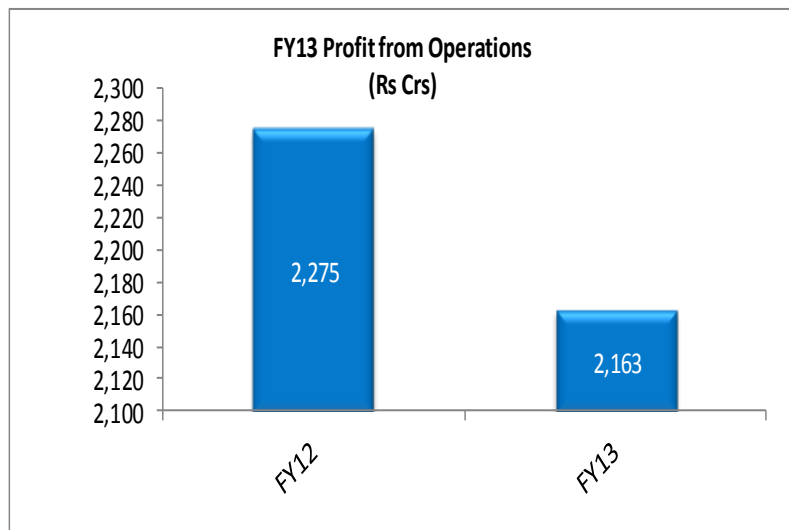
**FY13 Income from operations
(Rs. Crs)**



**Q4 FY13 Income from operations
(Rs. Crs)**

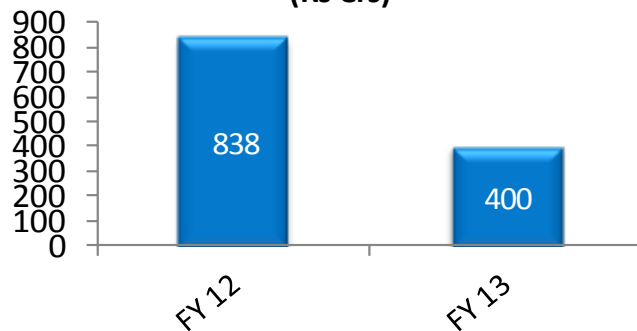


Consolidated Profit from Operations

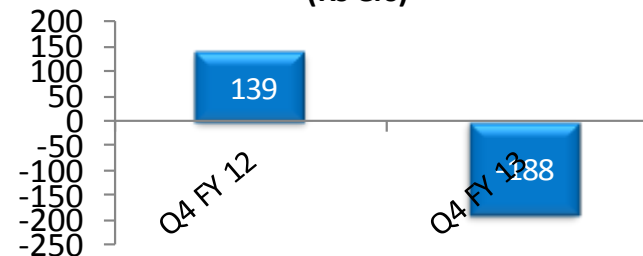


Consolidated PAT & EPS

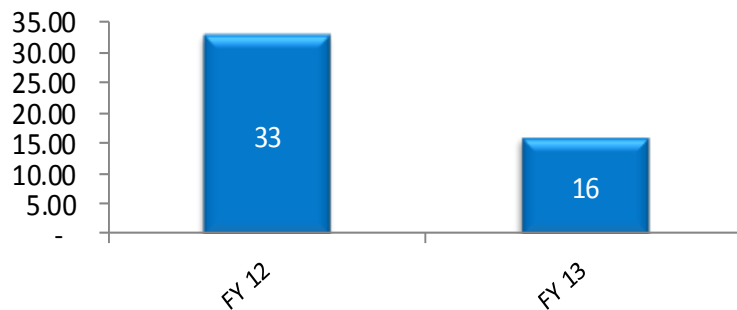
**FY13 PAT
(Rs Crs)**



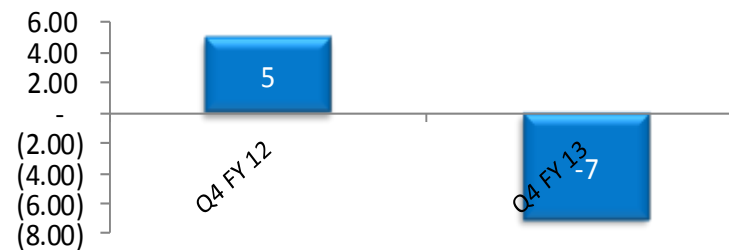
**Q4 FY13 PAT
(Rs Crs)**



FY13 EPS



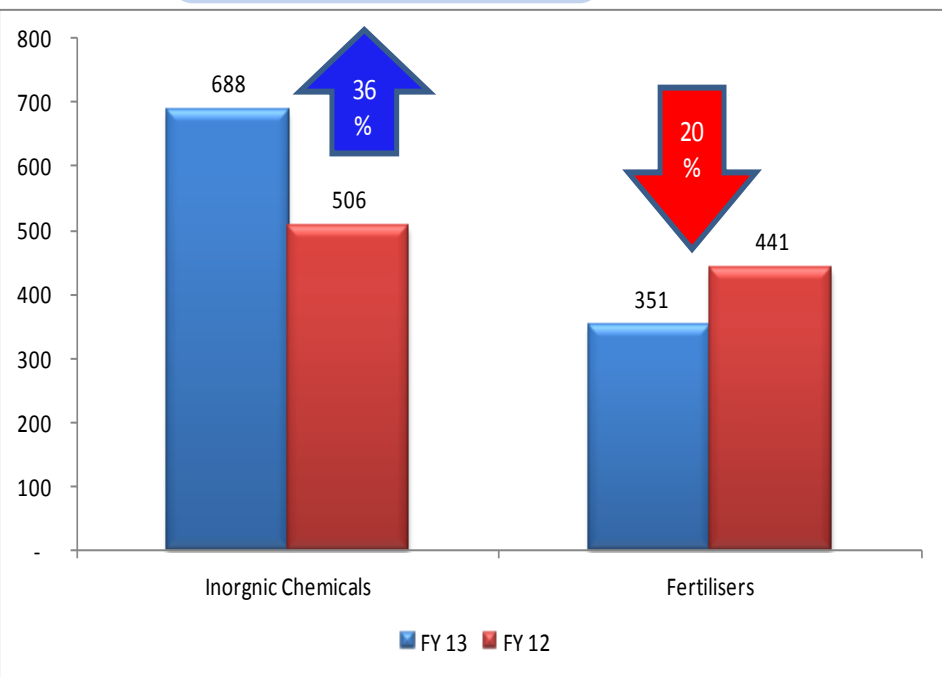
Q4 FY13 EPS (Not annualised)



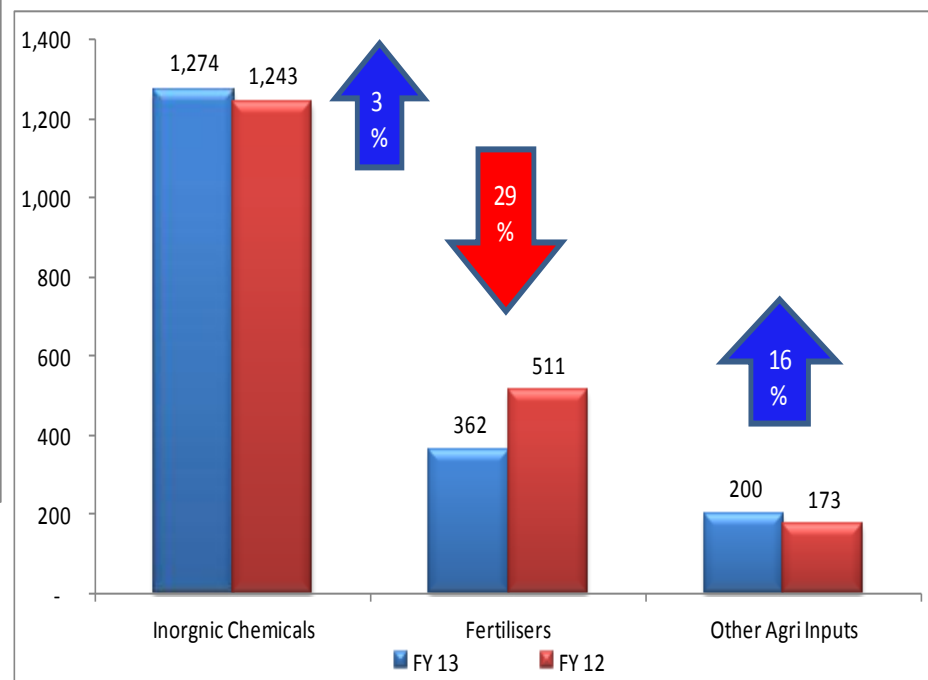
TCL Segment EBIT - FY 13 vs FY 12

Standalone

(Rs Crs)



Consolidated



Segment Results (EBIT) do not consider the impact of impairment of assets.

Key Ratios Consolidated

Particulars (Rs Crs)	As on March 31, 2013	As on March 31, 2012
Gross Debt / Equity	1.25	1.11
Net Debt / Total Assets	0.38	0.35
Net Debt / EBITDA	3.02	2.36
Working Capital Cycle (Days)	87	47
EPS (Annualised)	16	33

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
3. Net Working capital is current assets (excluding current investments & cash in deposit a/c) less current liabilities; Current liabilities exclude short term borrowings / current maturity of long term debts

Q4 FY 13 Financial Highlights

Particulars (Rs Crs)	QE Mar13							QE Mar12						
	TCL	TCEHL	TCAHL	IMACI D	TCNA	Rallis	Consol	TCL	TCEHL	TCAHL	IMACI D	TCNA	Rallis	Consol
Net Sales (Incl. Other Operating Income)	1,998	378	135	74	601	284	3,391	2,083	387	151	53	639	218	3,467
Profit from operations	182	106	-18	8	132	30	471	240	73	38	-2	144	20	513
PBT (after exceptional items)	208	-336	-49	6	91	18	-82	228	34	8	-3	93	15	263
PAT (after MI & Share in Associate)	160	-332	-49	5	54	5	-188	185	31	-14	-3	50	5	139

FY 13 Financial Highlights

Particulars (Rs Crs)	YTD Mar13							YTD Mar12						
	TCL	TCEHL	TCAHL	IMACI D	TCNA	Rallis	Consol	TCL	TCEHL	TCAHL	IMACI D	TCNA	Rallis	Consol
Net Sales (Incl. Other Operating Income)	8,530	1,602	628	493	2,605	1,461	14,859	7,996	1,452	636	576	2,307	1,281	13,815
Profit from operations	1,046	286	-11	17	625	213	2,163	1,024	286	104	71	589	209	2,275
PBT (after exceptional items)	825	-321	-122	9	457	172	913	764	131	3	68	474	149	1,383
PAT (after MI & Share in Associate)	643	-324	-122	7	260	59	400	587	127	-39	54	269	50	838

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 for the year higher than expectation
- TCE performance impacted due to equipment issues – now showing improved trend
- 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})	QE Mar13	QE Mar12	YTD Mar13	YTD Mar12
Sales Volumes	177	184	660	681
Production Volumes	202	206	771	760

Subsidiary Volumes

Particulars (^{'000 tonnes})	Sales Volumes				Production Volumes			
	QE Mar13	QE Mar12	YTD Mar13	YTD Mar12	QE Mar13	QE Mar12	YTD Mar13	YTD Mar12
Europe	164	185	716	785	176	199	735	805
Africa	103	120	428	485	108	109	443	483
USA	573	588	2,343	2,376	575	527	2,332	2,299

Living Essentials

- TCL remained the market leader with 66% market share in the National Branded segment
- Tata Salt retailer family grew by 14% in FY 201213
- Water Purifier business achieved 15% year on year growth in bulb sales
- Pulses sales volume growing steadily compared to previous year
- i-shakti pulses voted product of the year
- Besan was launched in Ghaziabad, Lucknow, NCR, Faridabad, Agra Bareilly Saharanpur and Patna



Branded Salt

Particulars ('000 tonnes)	QE Mar13	QE Mar12	YTD Mar13	YTD Mar12
Sales Volumes*	243	218	924	860
Production Volumes*	245	207	995	828

* Includes Tata Salt & i-shakti Salt



Farm Essentials

- Urea production in line with expectation. Demand impacted due to poor monsoon
- Neem coated urea demand seen rising in the market. Accounted for 35% of production in FY201213
- SSP registers 60% sales growth
- Rallis net sales up 15% for FY13. Registers EBIDTA of 15% .

Nitrogenous (Urea)

Particulars ('000 tonnes)	QE Mar13	QE Mar12	YTD Mar13	YTD Mar12
Sales Volumes	280	254	1,142	1,138
Production Volumes	299	292	1,127	1,166

Phosphatic (NPK, DAP)

Particulars ('000 tonnes)	QE Mar13	QE Mar12	YTD Mar13	YTD Mar12
Sales Volumes	155	96	461	589
Production Volumes	129	78	464	582



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:

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Thank You