

# Reimagine *life*



Analyst / Investors Communication on Financial results for the period  
Q4 and 12 Months ended 31<sup>st</sup> March 2018

**Dated: 18<sup>th</sup> May 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 Highlights - Continuing Operations

### Q4 Mar 18 vs. Q4 Mar 17

- ❖ Consolidated Revenue **down** by Rs 37 Cr to Rs 2,555 Cr (↓ 1 % as compared to Q4 FY2017)
- ❖ Standalone Revenue **down** by Rs 21 Cr to Rs 918 Cr (↓ 2 % as compared to Q4 FY2017)
- ❖ Consolidated Net Profit **up** by Rs 67 Cr to Rs 356 Cr (↑ 23 % as compared to Q4 FY2017)
- ❖ Standalone Net profit **up** by Rs 69 Cr to Rs 175 Cr (↑ 65 % as compared to Q4 FY2017)
- ❖ Consolidated Net Debt down from Rs 5,573 cr in Mar 17 to Rs 1,860 cr (↓ by Rs 3,713 Cr)
- ❖ Exceptional Gain of Rs 1,279 Cr on account of sale of Urea and Customised Fertiliser operations, which got consummated on 12<sup>th</sup> Jan 2018
- ❖ Phosphatic Fertiliser Business classified as Discontinued Operations

## Key Highlights - Continuing Operations

### YTD Mar 18 vs. YTD Mar 17

- ❖ Consolidated Revenue **down** by Rs 336 Cr to Rs 10,345 Cr (↓ 3 % as compared to FY2017)
- ❖ Standalone Revenue **down** by Rs 313 Cr to Rs 3,524 Cr (↓ 8 % as compared to FY2017)
- ❖ Consolidated Net Profit **up** by Rs 439 Cr to Rs 1,560 Cr (↑ 39 % as compared to FY2017)
- ❖ Standalone Net profit **up** by Rs 45 Cr to Rs 624 Cr (↑ 8 % as compared to FY2017)
- ❖ On a Standalone basis, the Company is “**Net Debt Free**”
- ❖ The Board of Directors has recommended a dividend of **Rs. 11 per share** and a special dividend of **Rs. 11 per share** to reflect the sale of the Fertiliser Business, aggregating to **Rs. 22 per share** (subject to approved by Shareholders at AGM)
- ❖ Phosphatic Fertiliser Business classified as Discontinued Operations

## Key Events and Outcomes

### Highest ever Production & Sales

Sodium Bicarbonate (India) &  
Salt (India)

### Launch of value added products

- Medcarb (Branded pharma grade Sodium Bicarbonate)
- Multi Grain Khichadi Mix
- Variants in Spices

### 2<sup>nd</sup> Highest Production Soda Ash (India)

### Urea Transaction Completed

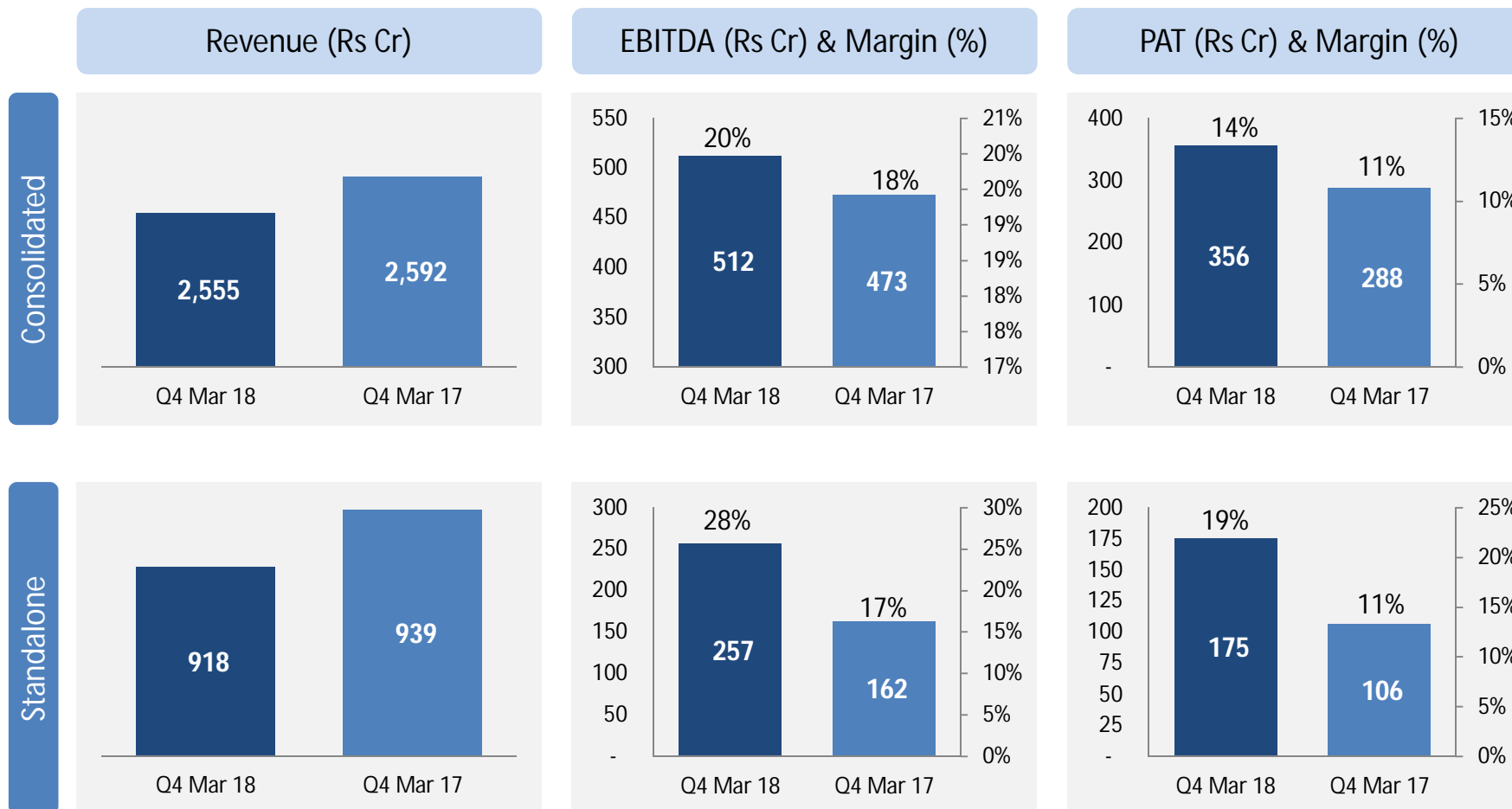
Total Consideration of **Rs 2,628 Cr** with pre tax profit on sale assets **Rs 1,279 Cr**

### Exited Fertiliser Business

Signed BTA with IRC  
Agrochemicals for transfer of  
Phosphatic Fertiliser business for  
**Rs. 375 Cr**

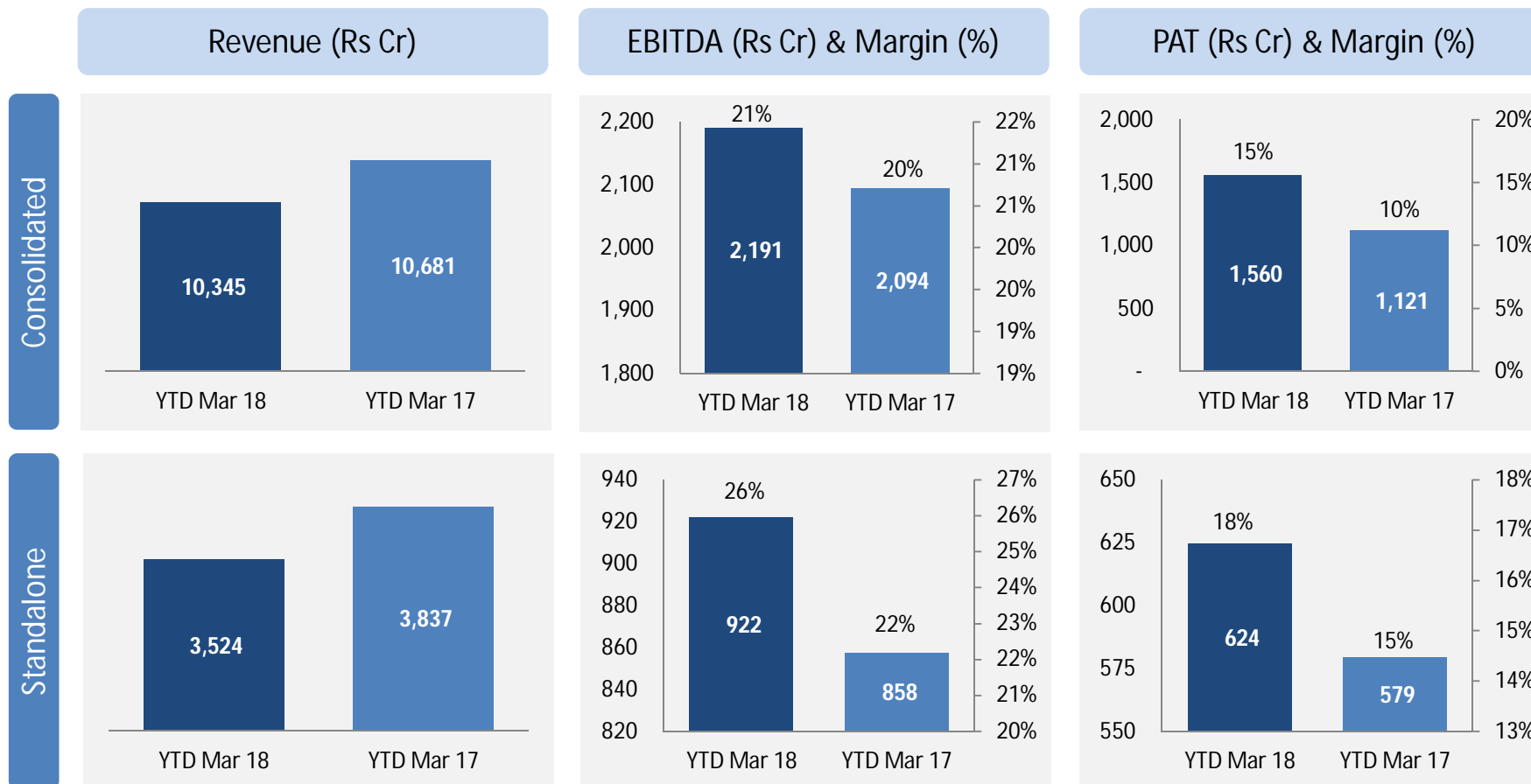
On a Standalone basis, as on 31<sup>st</sup> March 2018, your company is "Net Debt Free"

## Key Financials – Quarter ended 31<sup>st</sup> March 2018



\* Above Financials are for Continuing Operations Only.

## Key Financials – Year ended 31<sup>st</sup> March 2018



*"Continue to focus on Basic Chemicals; grow Specialty Chemicals and Consumer Products Business"*

## Key Financials – Business Highlights

### Consolidated

- TATA Chemicals North America (TCNA) continue to perform better on the back of improved production and sales volumes, along with better utilisation and efficiency.
  - One-off impacts at TCNA includes:
    - Actuarial gain on changes to Post Retiral Medical Plans
    - Repeal of AMT in recent US tax legislation changes
- TATA Chemicals Europe (TCE) performance back on track after one off impact in Q1 i.e. Lostock fire incidence impacting overall profitability.
- TATA Chemicals Magadi (TCML) operation on track with higher sales volumes, better operational efficiency and sales realisation.
- Rallis continues to delivers with higher volumes despite aggressive market conditions. Metahelix performed better with higher volumes.

### Standalone

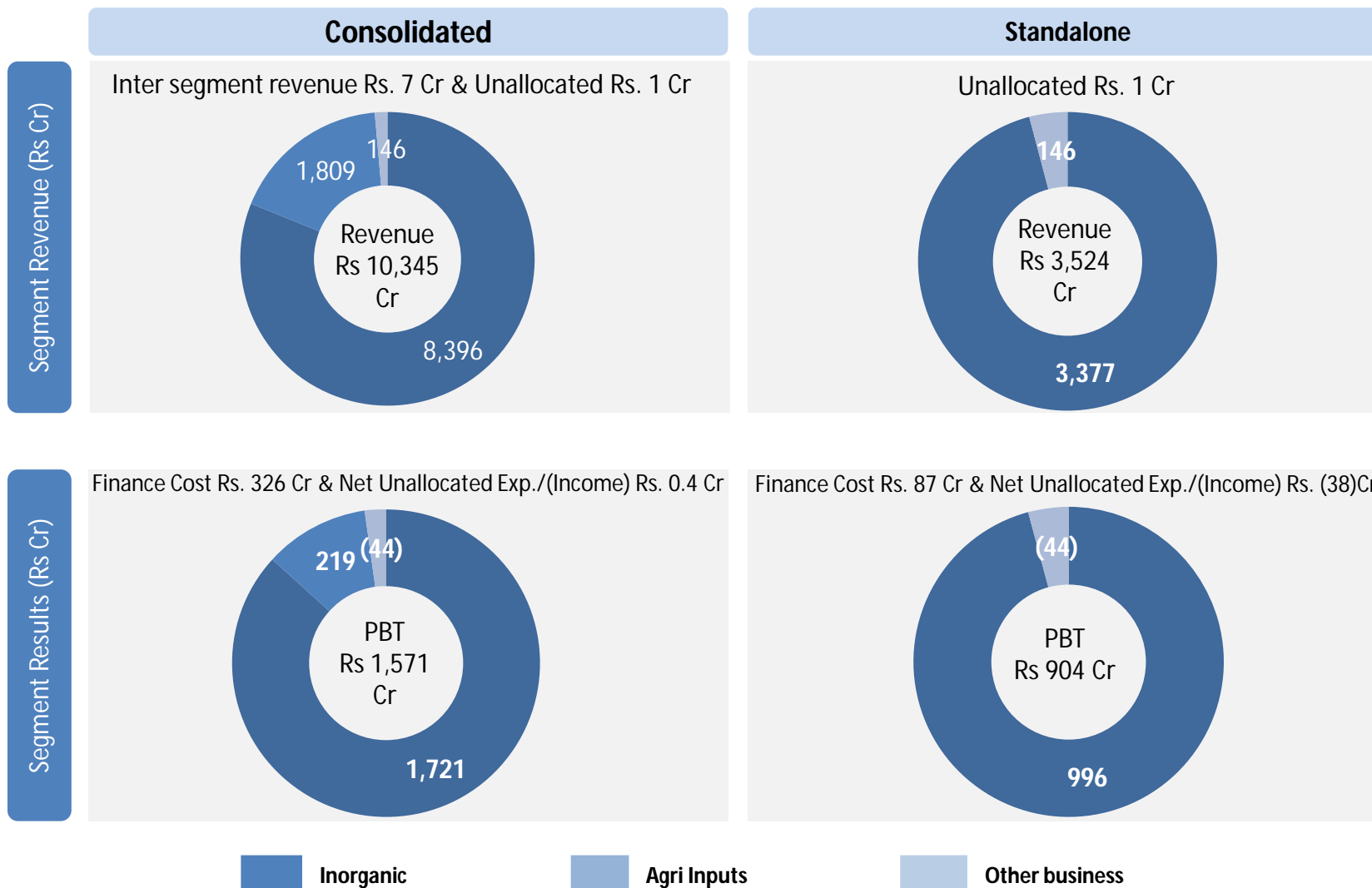
- India Chemicals business continues to perform with healthy margins due to improved operational efficiencies despite stiff completion and higher input price.
- Tata Salt recorded highest ever production and sales volumes. Other products impacted due to lower volumes.
- Urea transaction consummated on 12<sup>th</sup> Jan 2018. Profit of Rs. 1,279 Cr reported as exceptional item.
- Phosphatic fertiliser businesses has been classified as Discontinued operations.
- Outstanding Gross Subsidy receivable as at 31<sup>st</sup> Mar 18 at Rs 859 Cr vs. Rs 1,524 Cr as on 31<sup>st</sup> Dec 17)



## Key Financials – Balance Sheet

(Rs Cr)	Consolidated		Standalone	
	31-Mar-18	31-Mar-17	31-Mar-18	31-Mar-17
<b>ASSETS</b>				
Non - Current Assets	16,839	16,236	8,484	8,328
Current Assets				
Inventories	1,462	1,386	451	612
Trade Receivables	1,308	2,092	140	1,032
Cash and Cash Equivalent	3,946	1,451	3,303	1,097
Others Current Assets	1,225	906	710	197
Assets Classified as held for Sale	1,098	1,538	1,086	1,533
<b>Total Assets</b>	<b>25,879</b>	<b>23,610</b>	<b>14,174</b>	<b>12,799</b>
<b>EQUITY AND LIABILITIES</b>				
Equity & Reserves	11,102	7,908	11,324	8,855
Non - Controlling Interests	2,717	2,624	-	-
Non-Current Liabilities				
Borrowings (LT)	5,394	4,361	681	1,088
Non-Current Liabilities	2,962	3,112	300	294
Current Liabilities				
Borrowings (ST)	140	721	1	523
Trade Payables	1,479	1,318	425	512
Others Current Liabilities	1,535	3,055	893	1,016
Liabilities associated with assets classified as held for Sale	550	511	550	511
<b>Total Equities and Liabilities</b>	<b>25,879</b>	<b>23,610</b>	<b>14,174</b>	<b>12,799</b>

## Key Financials – Segment Financials



Revenue is after Unallocable & Inter segment revenue  
 PBT = PBIT less Unallocated expenses / Income & Finance Cost

## Subsidiary Financials

### Quarter Ended Mar18 – Continuing Operations

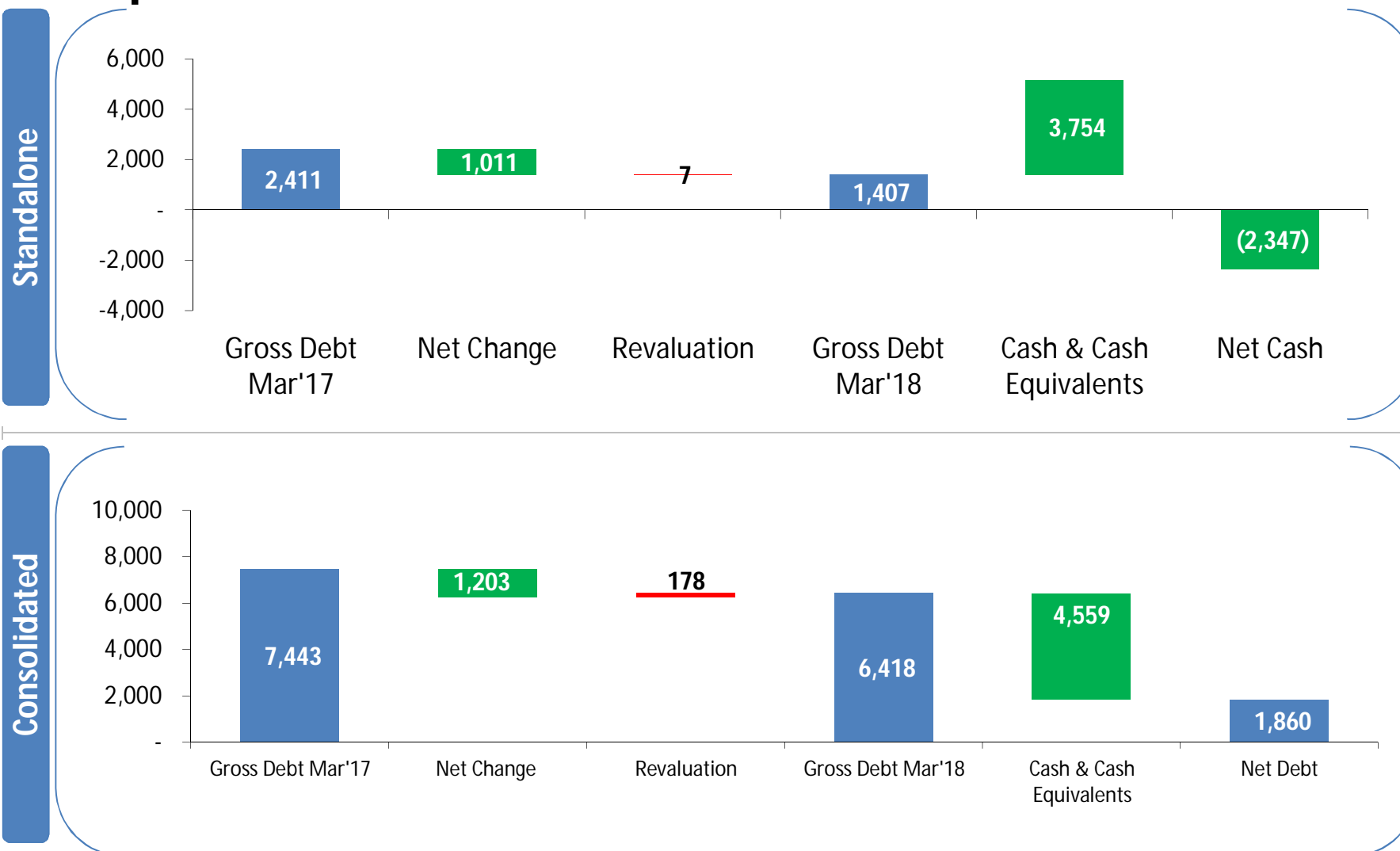
Rs Cr	India		US		UK		Africa		Rallis		Consolidated*	
	CY	PY	CY	PY	CY	PY	CY	PY	CY	PY	CY	PY
Revenues	918	939	819	785	368	409	136	106	371	367	2,555	2592
EBITDA	257	162	141	117	78	84	21	14	35	42	512	473
PBT	271	153	68	52	28	49	11	11	25	32	372	346
PAT	175	106	104	13	28	49	11	11	20	31	314	256

### YTD Mar18 – Continuing Operations

Rs Cr	India		US		UK		Africa		Rallis		Consolidated*	
	CY	PY	CY	PY	CY	PY	CY	PY	CY	PY	CY	PY
Revenues	3,524	3,837	3,257	3,242	1,436	1,615	481	392	1,809	1,768	10,345	10,681
EBITDA	922	858	688	631	218	231	82	34	265	264	2,191	2,094
PBT	904	804	439	348	59	100	38	5	227	380	1,571	1,451
PAT	624	579	527	148	69	101	38	5	168	297	1,291	880

\* Include SPV and after consolidation adjustments  
 - PBT is before exceptional items & Share of profit of Joint Ventures  
 - PAT is after MI & Share in associate

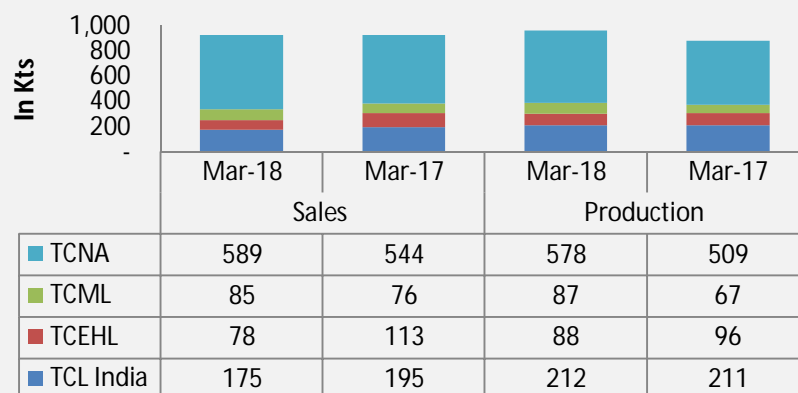
## Debt position as on 31<sup>st</sup> March 2018



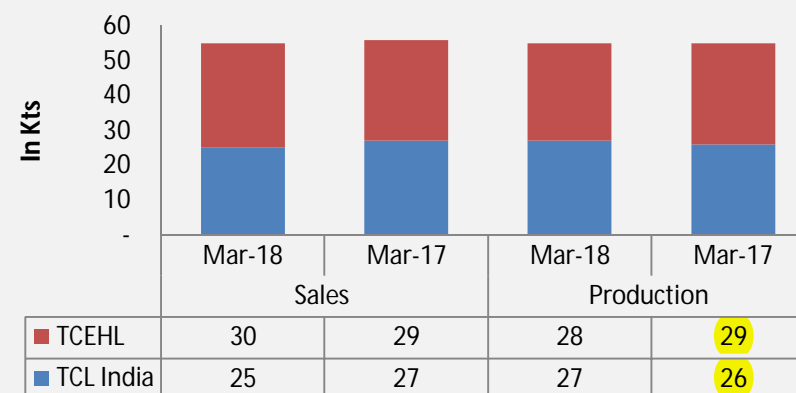
Gross Debt = Long Term Debt + Short Term Debt + Current Maturities

## Volumes : Q4 – Mar 2018 for Key products

### Soda Ash volumes (In Kts.)

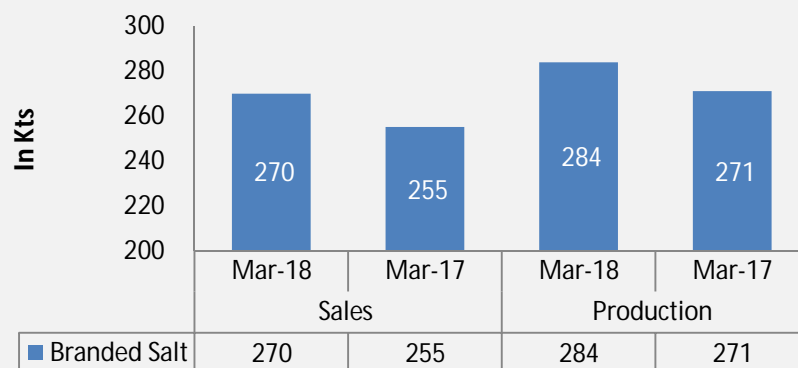


### Sodium Bicarbonate volumes (In Kts.)

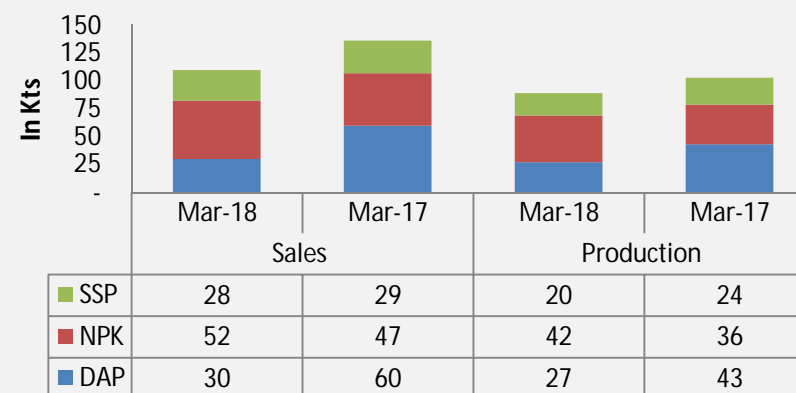


### Branded Salt (In Kts)

(including TATA Salt & i-shakti)

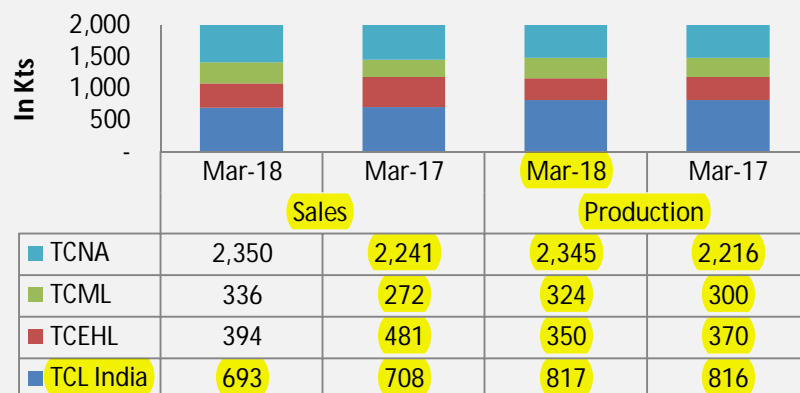


### Phosphatic Fertilizers volumes (In Kts)

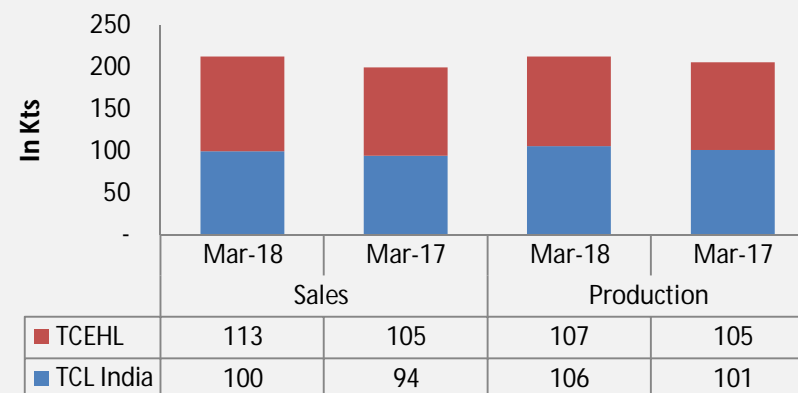


## Volumes : YTD March 2018 for Key products

### Soda Ash volumes (In Kts.)

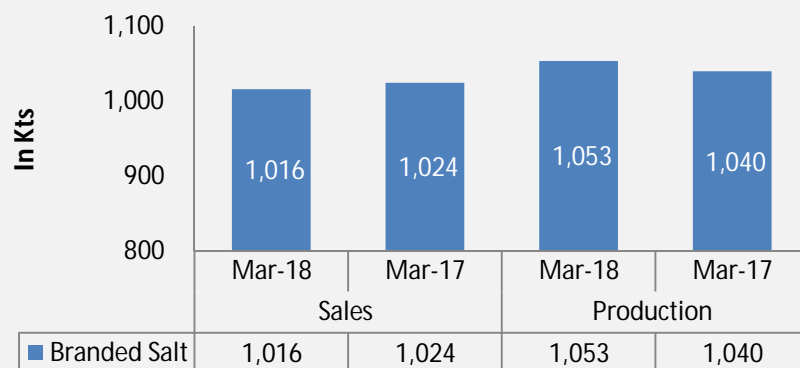


### Sodium Bicarbonate volumes (In Kts.)

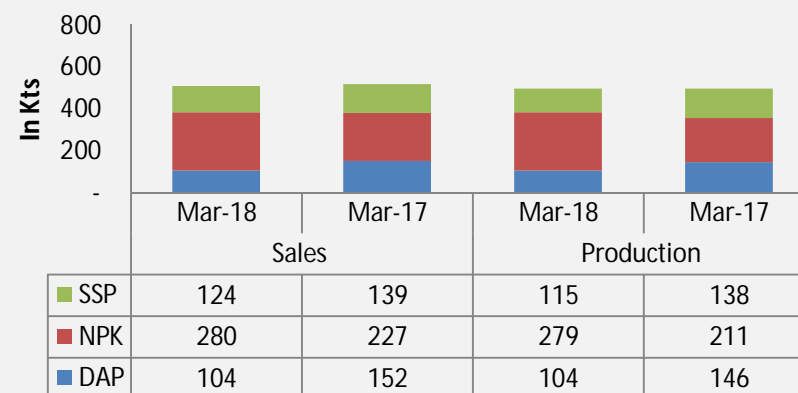


### Branded Salt (In Kts)

(including TATA Salt & i-shakti)



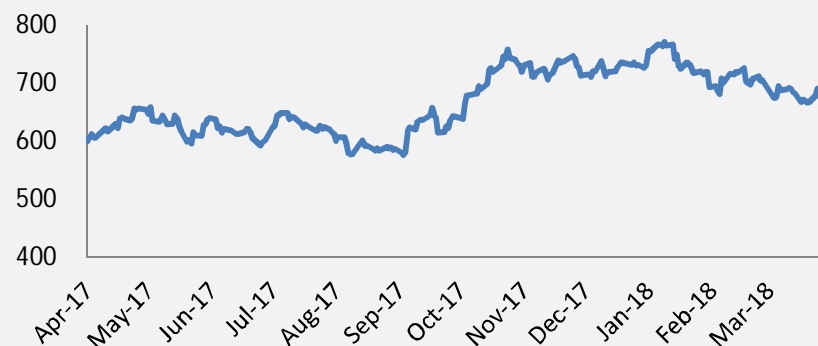
### Phosphatic Fertilizers volumes (In Kts)



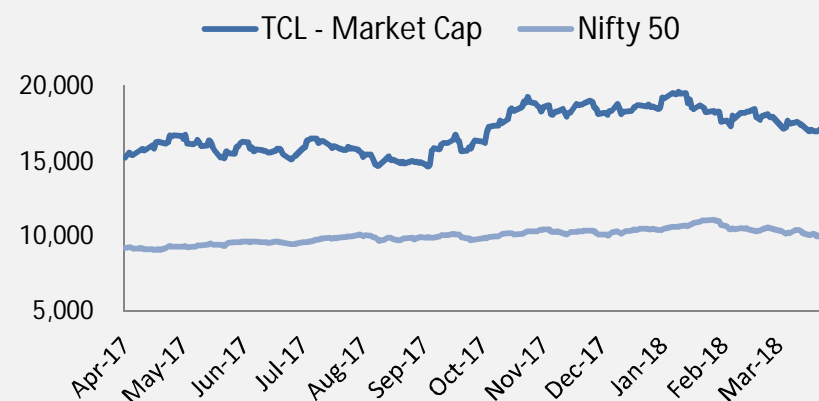
# General Information

## TATA Chemicals - Share Price movement (close)

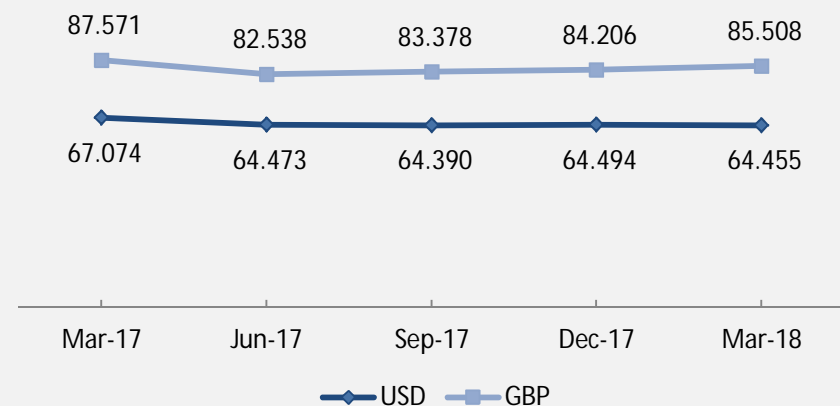
52 weeks ↑: 782      52 weeks ↓: 583      Average: 667



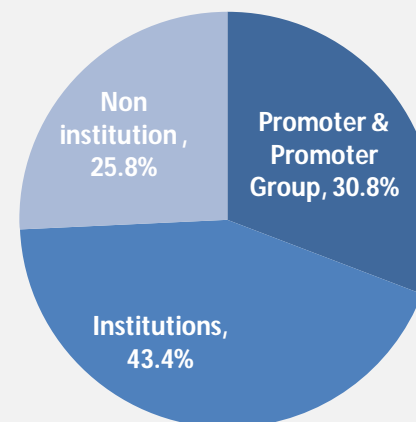
## TCL- Market Capitalisation and Nifty 50 Index



## Exchange Rate (Average)



## TATA Chemicals Limited - Shareholding pattern





**Living, Industry and Farm Essentials.**

For any question/queries please contact

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