


TATA
TATA CHEMICALS



Q2 FY13-14 Financial Highlights

Standalone

- Income from Operations at Rs. **2355** Crs
- Profit from Operations at Rs. **274** Crs
- PBT at Rs. **152** Crs
- PAT at Rs. **107** Crs
- EPS at Rs. **4.19** (Not Annualised)

Consolidated

- Income from Operations at Rs. **4344** Crs
- Profit from Operations at Rs. **574** Crs
- PBT at Rs. **346** Crs
- PAT after minority interest at Rs. **134** Crs
- EPS at Rs. **5.28** (Not Annualised)

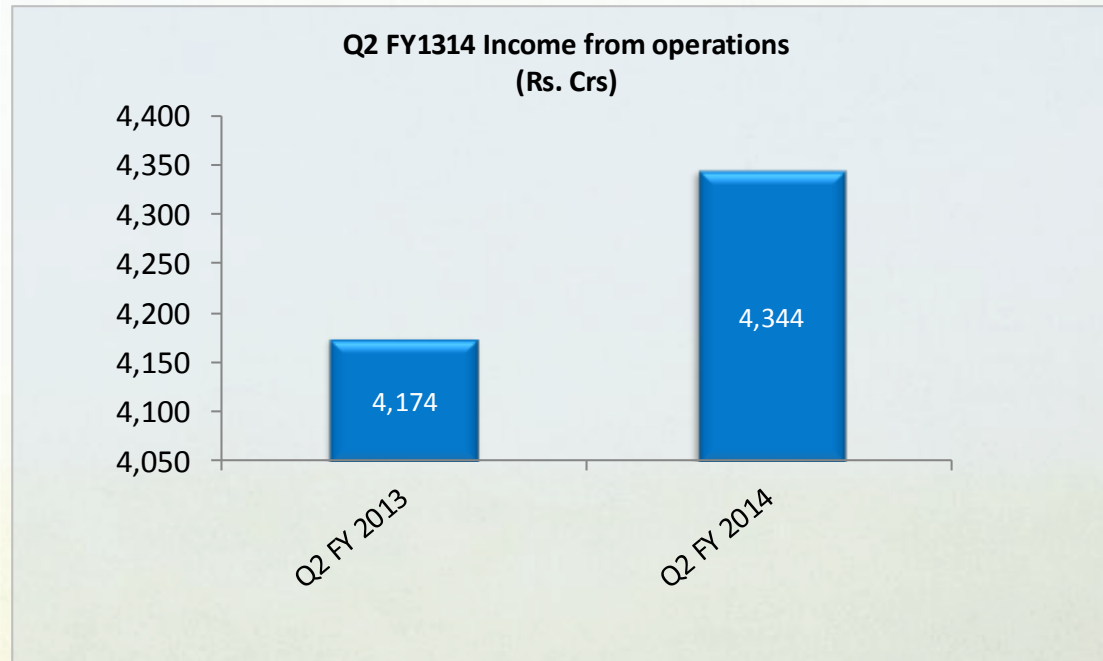
Key Performance Highlights

- Domestic chemicals business production on above expected lines, cost control measures and marginal price revision aided in realisation.
- Consumer products business performance on expected lines.
- Global Chemicals business - demand seen improving in some pockets
- Urea production on expected lines. SSP and DAP demand stabilizing and production improving.
- Rallis India Q2 revenues up by 24%

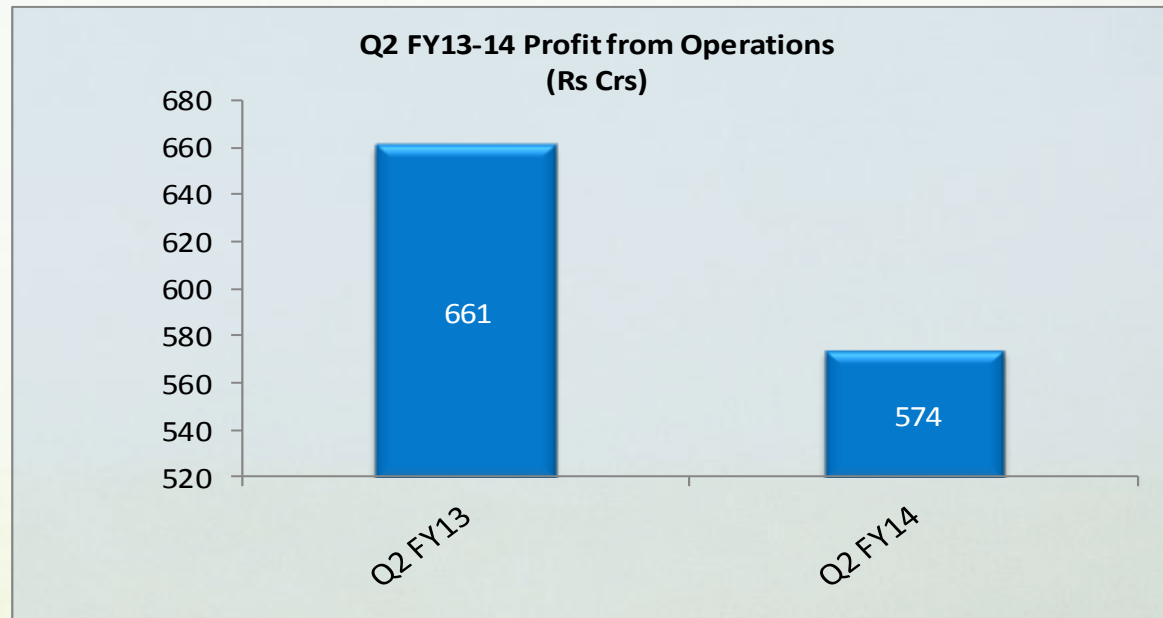
Key Financial Performance Highlights

- Subsidy receivable at Rs. 1199 Crs as on 30th September 2013
- Subsidy collections likely to face pressure in the coming quarters.
- Refinanced term loans in the USA and India. USA \$ 315 mn and India \$ 190 mn

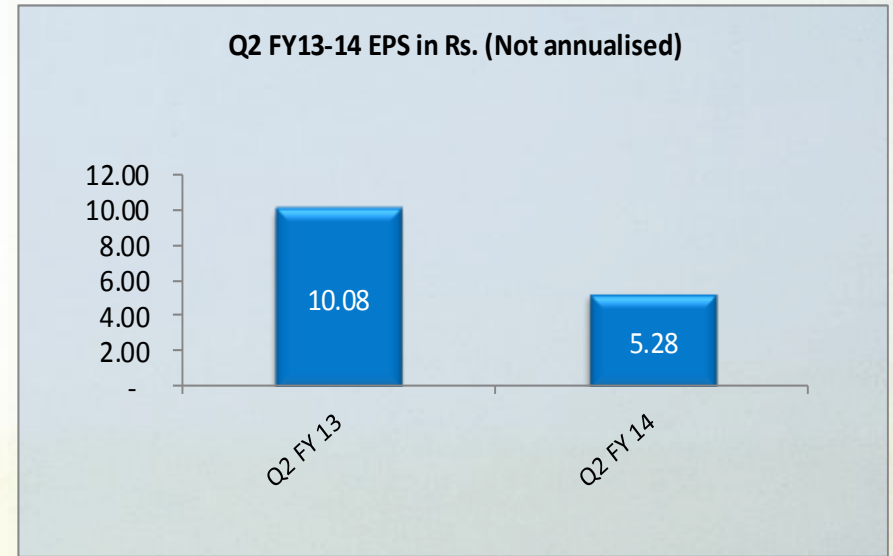
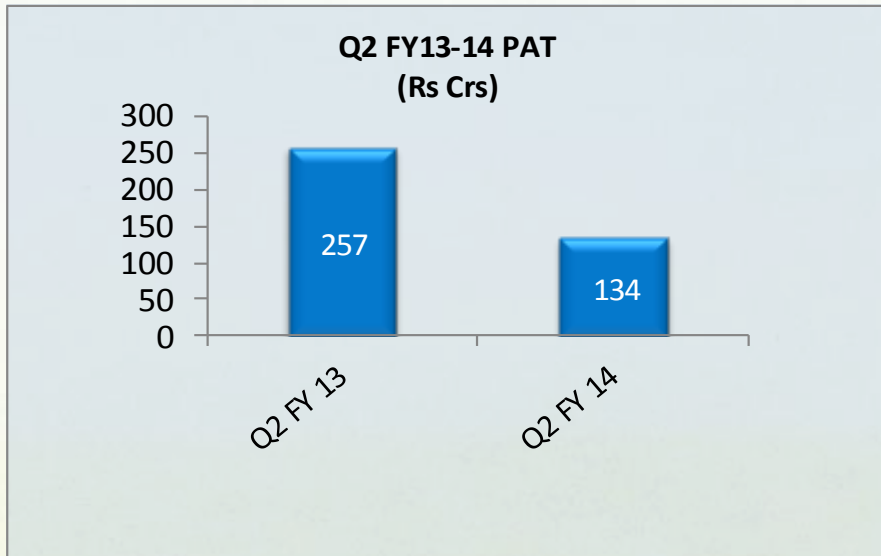
Consolidated Revenues



Consolidated Profit from Operations



Consolidated PAT & EPS



Industry Essentials

- Global Soda Ash demand as well as realisations stable
- Domestic Soda Ash demand stable and prices improving
- Soda Ash production at Europe below expectation
- Magadi production showing improvement compared to last year
- Production at Tata Chemicals North America on expected lines



Inorganic Chemicals

Mithapur soda ash
production and sales
volumes

Particulars (^{'000} tonnes)	QE Sep13	QE Sep12
Sales Volumes	164	158
Production Volumes	195	187

Subsidiary Volumes

Particulars (^{'000} tonnes)	Sales Volumes		Production Volumes	
	QE Sep13	QE Sep12	QE Sep13	QE Sep12
Europe	183	186	183	190
Africa	135	103	137	128
USA	598	566	618	576

Living Essentials

- TCL salt franchisee - market leader with 65.5 % share in the national branded salt segment
- Operation Vistaar – launched in Q1 FY14 for i-shakti Pulses penetration progressing well. i-shakti pulses volumes up by 57% compared to same quarter last year.
- Tata swach sales up by 5% compared to same quarter last year.



Branded Salt

Particulars ('000 tonnes)	QE Sept 13	QE Sept 12
Sales Volumes*	230	229
Production Volumes*	237	244

* Includes Tata Salt & i-shakti Salt



Farm Essentials

- Urea production in line with expectation.
- **Neem coated** urea accounted for **44%** of total urea production in H1 2013/14
- DAP / NPK production showing revival signs as demand stabilizes and prices starts softening.
- **Rallis registered 24 % growth as compared to previous quarter.** Crossed Rs. 1000 Cr. mark in H1 2013/14
- IMACID production on expected line
- Launched FarmGro and FarmGro G innovative Organic plant growth regulator



Nitrogenous (Urea)

Particulars ('000 tonnes)	QE Sept 13	QE Sept 12
Sales Volumes	303	322
Production Volumes	319	313

Phosphatic (NPK, DAP)

Particulars ('000 tonnes)	QE Sept 13	QE Sept 12
Sales Volumes	177	112
Production Volumes	183	125

Awards



Tata Chemicals Limited Babrala plant wins the prestigious CII – Efficient Energy Management Award



Tata Chemicals wins I.C.C. award for Water Resource Management in Chemical Industry



Tata Chemicals Limited Babrala plant wins the prestigious NSCI Suraksha Puraskar in the manufacturing sector category



Tata Chemicals wins 2 awards at the ABCI awards



TCL wins two awards at the P & G Supplier's meet



Tata Chemicals wins the Eco Corporate of the Year Award at the prestigious Natural Capital Awards 2013



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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