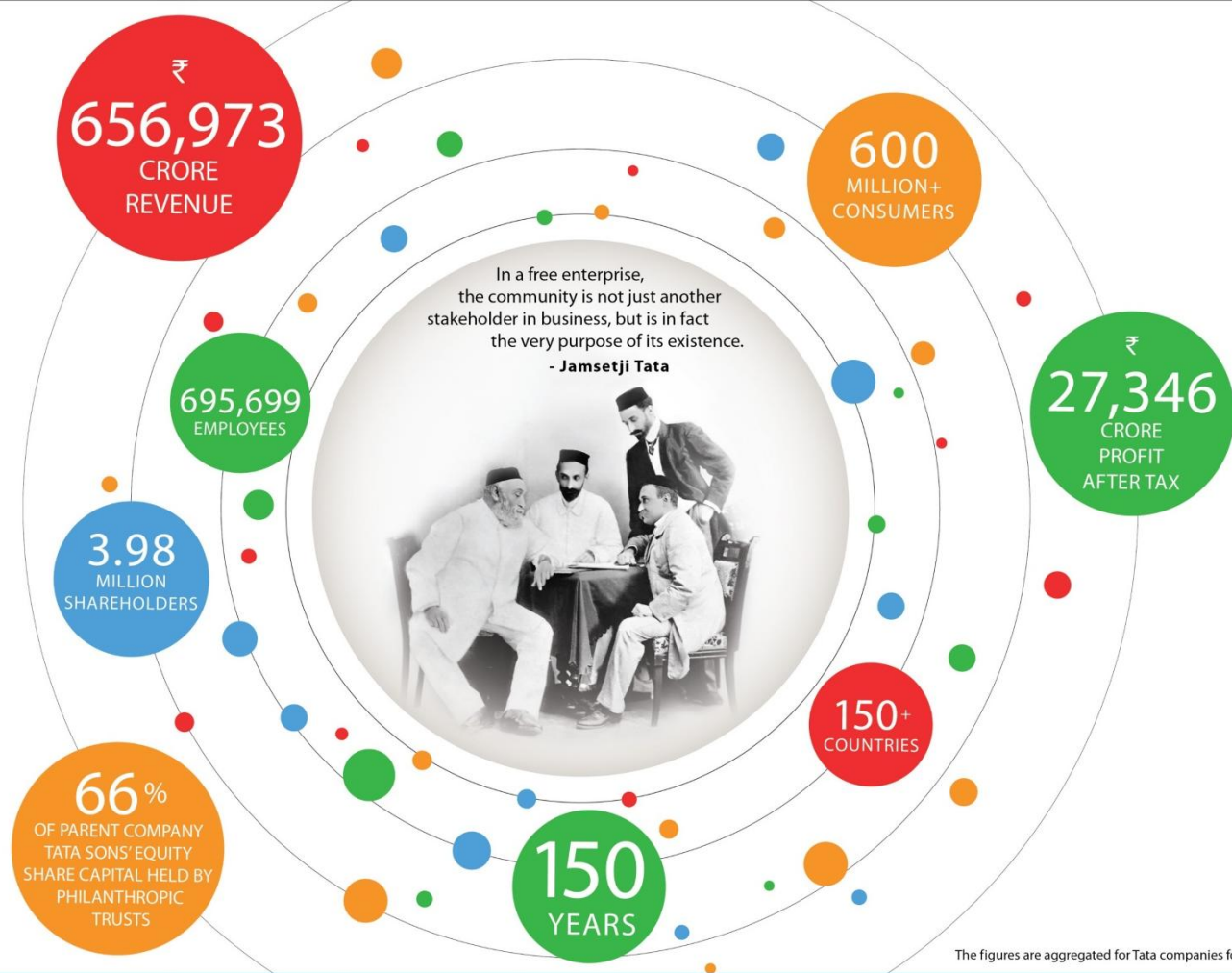


Annual General Meeting

25th July 2018



The figures are aggregated for Tata companies for the financial year ended March 31, 2017.

Agenda



About Us



**FY18 Financial
Performance**



**Our Strategic
Direction**



**Business
Highlights**



**Awards &
Recognitions**

Our Global Supply chain allows us to service our customers effectively across the world



✓ Manufacturing Footprint across **4** Continents

✓ Employing **~5,000** people

✓ Generating **10,345 Cr** of Consolidated Revenue in FY18

✓ Across **3** different Businesses



Inorganic Chemicals



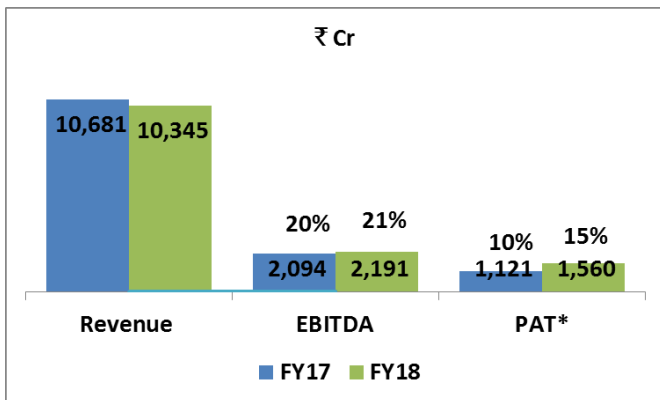
Consumer Products



Specialty Chemicals – Nutritional Solutions, Advanced Materials & Agri Inputs

Our Financial Performance

CONSOLIDATED



Income

(3)%



EBITDA

5%

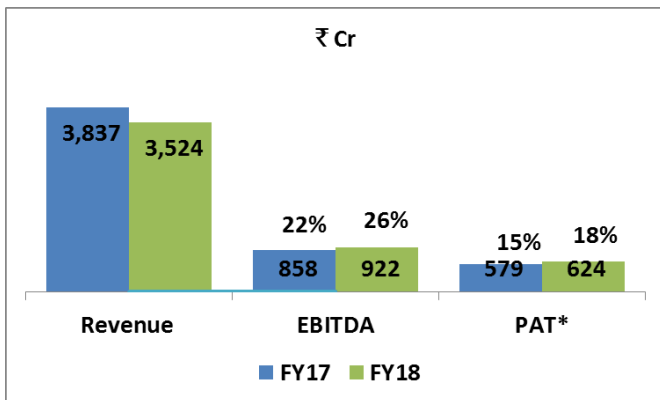


PAT

39%



STANDALONE



Income

(8)%



EBITDA

7%



PAT

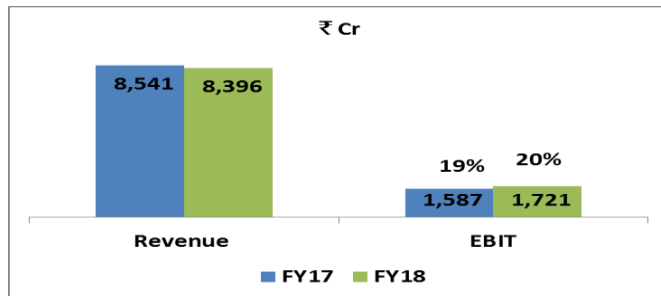
8%



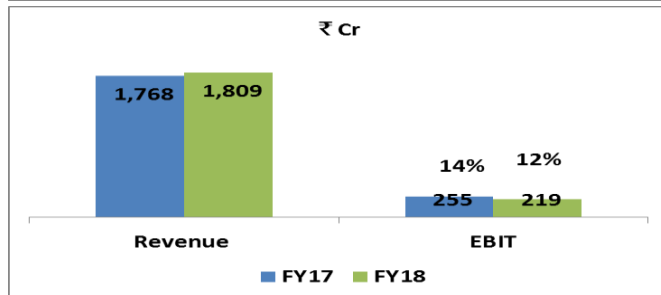
Our Financial Performance – Standalone & Overseas Operations

STANDALONE

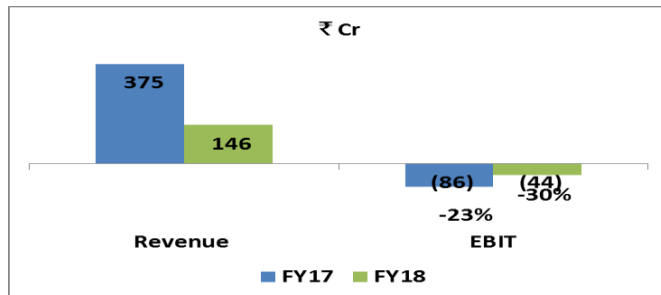
Inorganic Chemicals



Agri Inputs

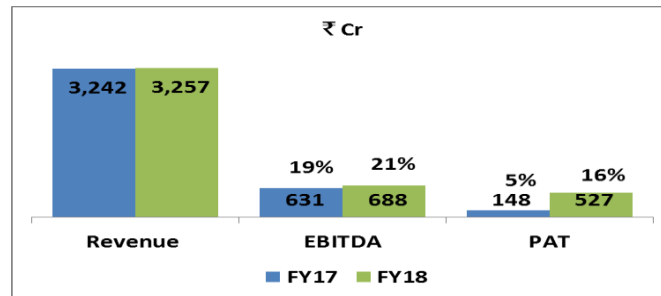


Others

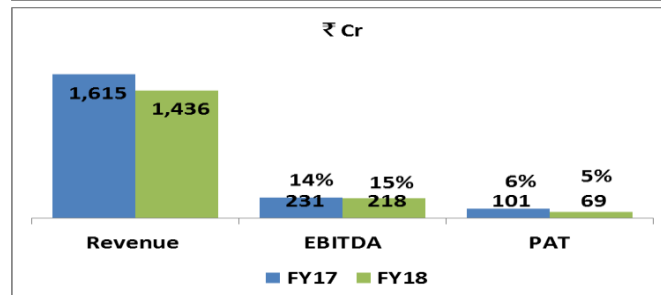


OVERSEAS

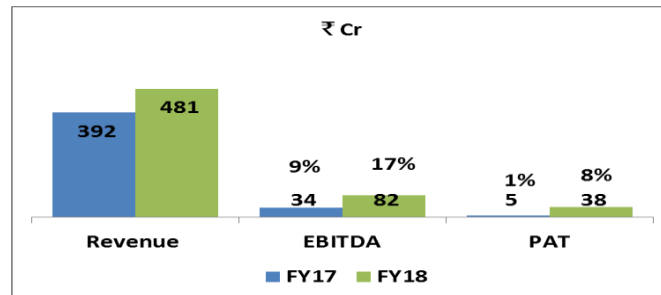
North America (TCNA)



Europe (TCEHL)



Magadi (TCML)



Structured Approach to creating Investor Value

With our Balance Sheet deleverage underway, Growth is back in focus

We decommoditised our Portfolio..



Tata Chemicals completes sale of urea business to Yara Fertilisers

The company has received the consideration of Rs 2,682 crore (subject to post completion working capital adjustments) from Yara on January 12, 2018.

12 Jan, 2018, 01.06PM IST



Tata Chemicals to sell Haldia fertiliser business for Rs 375 crore

PTI | Updated: Nov 06, 2017, 10:46 PM IST

THE ECONOMIC TIMES

...and unlocked Value for Growth

1. Scale Consumer Portfolio



Consumer business will focus on innovation led differentiation in Foods Category focusing on Farm to Fork and aggressively grow the Salt Portfolio

2. Growth through Strategic Investments



Seeded new areas of investment of ₹ 500 Crs for the future - Nutraceuticals plant in Nellore, AP and acquisition of Allied Silica in Cuddalore, TN to build the Highly Dispersible Silica. Both these businesses were spawned in our Innovation Center in Pune

3. Capital allocation mechanism to ensure higher returns

Our Strategy going forward



Inorganic Chemicals

- Sustained Leadership & Scale further in Global Soda Ash Market
- Focus on Value Creation by launching value added bicarb and other branded products
- Digitalisation and Customer Value Creation to sustain preferred supplier status with all customers
- Continued focus on Operational Excellence and Cost Competitiveness

Tata Salt Portfolio



Consumer Products

Poised for growth in the Foods portfolio, with Salt remaining the core strength

- Drive growth through deeper penetration in Salt
- Scale up value added portfolio and launch new products to grow Foods business share of total revenue
- Pulses platform growth footprint to be strengthened in Modern Trade / e-Commerce / key cities



Specialty Chemicals

- **Agrochem** - Utilising the power of Digital to provide agri-solutions of the future
- **Nutraceuticals** – Grow Nutraceuticals to `2,000 crore business by 2028 with a rich portfolio of science based products
 - Invested ₹ 270 Cr for setting up a Greenfield plant at Nellore, AP for manufacturing FOS Liquid and Powder
- **Highly Dispersible Silica** – Grow through acquisitions and enhance R&D
 - Acquired Allied Silica in Cuddalore, Tamil Nadu for ₹ 123Cr for manufacturing of HDS and other silica based products

Our Drivers for Growth: Key Strengths



Deep expertise in science led Innovation

Strong capabilities at Innovation Centre, Pune in Foods, Nutrition and Material Sciences

190 Patents filed

203 Scientists across Pune, Bengaluru and Mithapur locations



Deep understanding of Customers

Strong Distribution and Reach



Consumer

1.8 Mn Retail Outlets

148 Mn Households annually



Farm

50,000+ Retail Outlets

1 Mn Farmers closely connected through Rallis Kisan Kutumb across 25,000+ Indian villages



Trusted Brands



Tata Salt ranked **3rd** Most Trusted Food Brand in ET Survey 2017. Consistently in Top 10 Brands



Key Business Highlights of the year



Continued Market Leadership in Salt portfolio reaching 148 million households annually, commands 25.1%* of overall market share



Tata Salt ranked 3rd Most Trusted Food Brand in ET Survey 2017. Consistently in Top 10 Brands



Tata Nx awarded the Ayush Kamal Ratna for being the Best Natural Sweetener in India in Apr'17



Ground breaking ceremony at Mambattu, Nellore AP to commemorate the setting up of the greenfield biotechnology manufacturing unit at an investment of `270 Cr



Entered into a BTA with Allied Silica Ltd. on a slump sale basis for `123 Cr to manufacture HDS and other silica based products developed at Innovation Centre



Successfully concluded the transfer of ownership of Urea business to Yara Fertilisers India Pvt. Ltd. and Phosphates business to IRC Agrochemicals Pvt. Ltd.

*Source – Nielsen Panel
65.4% in National Branded Salt and 25.1% in overall Powdered Salt

Our Company Ecosystem enable us to Scale in our Businesses



Customers



Product Brands



Operational Excellence Programs



People Practices



Community Initiatives

We launched new products during the year



Khichdi mix



Nutri mixes



Organic Pulses

Launch of Multigrain Khichdi, Nutri Mix Chillas and Organic Pulses exclusively with Star bazaar & Amazon in Mumbai, Pune, Bangalore, Hyderabad, Delhi NCR, Kolkata



Medikarb™

Launched Medikarb™ – India's first branded pharmaceutical grade sodium bicarbonate

We connected with our Customers through the Impactful Campaigns



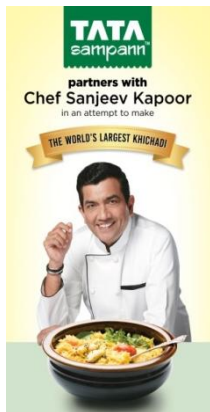
'Sawal Kijiye Apne Namak Se' 360 degree campaign to get consumers to question their salt and achieve the task of conversion from local/unbranded salt to Tata Salt



Tata Salt Lite partnered with Pinkathon, India's biggest women's run, to encourage every woman to #GoActive. Campaign reach - 85,000 women on ground and to 1 Mn+ women online.



10 lakh+ visitors benefited from night time solar light during the Tata Salt campaign 'Har Pal Ujjwal' at Chatth Puja in Deo, Bihar



Tata Sampann's ready-to-cook multi-grain khichdi mix

• AGENCIES/New Delhi

Tata Sampann, on Sunday, launched a ready-to-cook multi-grain khichdi mix, which it will sell in 28 cities. "Our approach is to bring to consumers, products that are at the intersection of modern science and traditional Indian wisdom.

Khichdi is a perfect example of this wisdom and with the ready-to-cook mix, we are delighted to bring a unique combination of convenience, taste and nutrition to our consumer's plate," Richa Arora, COO, Consumer Product Business, Tata Chemicals, said in a statement.

Tata Sampann associated with Chef Sanjeev Kapoor to create world record of world's largest khichdi; subsequently the product was also launched



Connecting with digital audience through occasion led relevant messaging

Few of our Employee Engagement Initiatives



Tata Group's 150 years celebration at TCL



Global Site Safety Heads – Team building workshop



TCNA GLOW-2017 (Green River offsite workshop)



23 female employees of Innovation Centre participated in Pinkathon



India Chemical Operations - Distributor Conference at Hyderabad



Being Healthy, a session focusing on nutrition and health at Mithapur

We continuously engage with communities to promote inclusive growth

The overall CSR programs of Tata Chemicals has been named as **BEACoN**



BLOSSOM

- Providing marketing platform for sale of handicraft products (OKHAI)
- Cluster Development
- Currently **600 artisans** engaged



ENHANCE

- Agriculture Development: More than **6,000 farmers** supported
- Livestock Management: **~85,000 cattle** covered through de-worming



ASPIRE

- Skill Development: **5,280 youth** were trained
- Education: **25,000 students** covered through different programs



CONSERVE

- Conservation of bio-diversity: **720 Whale Sharks** caught accidentally in the fishing nets have been rescued till date
- **Land & Water Management: 932 acres**



NURTURE

- Preventive Health Care: **6,500 people** covered through various health programs;
- **800 mal-nourished children** covered
- Sanitation: **4,500 households** covered through support with toilet construction



EMPOWERMENT

- Self Help Groups: Capacity building of SHGs. **201 SHGs** formed
- Affirmative Action: Inclusion in all programs (5 Es designed)

Few Awards & Accolades received during the year



TCL Recognised as Asia and India's Most Admired Knowledge Enterprise 2017 by the Asian MAKE panel



TCL Awarded at the CFBP Jamnalal Bajaj Award for Fair Practices 2017



A report co-produced by IIM Udaipur and Futurescape Netcom, a sustainability adviser



TCL wins at the CII Industrial IP Awards 2017 as the Trademarks Driven Industry of the year (Large Enterprise)



TCL's CSR won the Best Practices Award on Sustainable Development Goals of UN Global Compact Network India in 2017



Sustainability Award for Excellence in Safety (Chemicals) at the FICCI Chemicals and Petrochemicals awards 2017



THANK YOU

टाटा सॉल्ट प्लस - प्रोडक्ट फॉर्मिलेशन का विकास और प्रभाविकता का परीक्षण नेशनल इंस्टिट्यूट ऑफ न्यूट्रीशन, हैदराबाद द्वारा किया गया है.

