



February 8, 2017

The General Manager  
Corporate Relations Department  
BSE Limited  
Phiroze Jeejeebhoy Towers  
Dalal Street  
Mumbai – 400 001  
Scrip Code: 500770

National Stock Exchange of India Ltd.  
Exchange Plaza  
Bandra-Kurla Complex  
Bandra (E)  
Mumbai 400 051  
Symbol: TATACHEM

Dear Sir,

**Sub : Press Release on Financial Results for the Third quarter and  
Nine months ended December 31, 2016**

With reference to the financial results for the third quarter and nine months ended December 31, 2016, please find enclosed herewith a copy of the Press Release for your records.

Thanking you,

**Yours faithfully,  
For Tata Chemicals Limited**

A handwritten signature in blue ink, appearing to read 'Rajiv Chandan', written over a blue line.

**Rajiv Chandan  
General Counsel & Company Secretary**

Encl: As above

**TATA CHEMICALS LIMITED**

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CIN : L24239MH1939PLC002893

**Q3 FY1617 Press Release****TATA Chemicals' Q3FY1617 Consolidated income from operations at  
Rs. 3,495 Cr; PAT at Rs 264 Cr - Up 33%**

**08<sup>th</sup> February, 2017:** Tata Chemicals Group (the "Company") today declared its Consolidated Financial Results for the third quarter ended December 31, 2016. The Company reported income from operations for the quarter ended December 31, 2016 on consolidated basis at Rs. 3,495 Cr and PAT increased by 33% consolidated basis to Rs 264 Crs.

**Standalone Q3 FY16-17**

- Sustained operational performance in the Soda Ash and Salt business
- Better margins due to change in sales mix and lower input cost in phosphate business, delivers profitability
- Sustained Operational excellence at Urea
- Overall improved working capital management
- On a standalone basis net debt on 31<sup>st</sup> December 2016 was Rs. 1,318 Cr against Rs 2,937 Cr on 31<sup>st</sup> March 2016

**Consolidated Q3 FY16-17**

- North American operations register increased production volume over previous year, benefiting from improved plant reliability. UK operations continue their improved performance on account of cost control and Kenya operations improves its product performance. Profit performance improves further across all units.
- Rallis registered improved performance with higher sales and operating margins, revenues up by 7%
- Consolidated net debt on 31<sup>st</sup> December 2016 was Rs. 5,883 Cr against Rs 7,830 Cr on 31 March 2016

**Business-wise Performance****Living Essentials**

- Tata Salt was ranked as one of the Most Trusted Brand by the Brand Equity Survey.
- Encouraging response received for the newly launched products under the Tata Sampann brand
- Tata Salt remains the market leader in national branded segment

**Industry Essentials**

- Indian Chemicals business continues to register steady performance, in spite of lower sales volumes
- North American operations show improved operating margins and output
- European operations continues to register good performance on the back of cost control measures
- Magadi improves product performance yielding better results

**Farm Essentials**

- Normal monsoon rain led to good prospects for agriculture and healthy demand
- Focus on maintaining efficient operations and market driven product strategy at Haldia
- Better margins in urea business due to higher sales volume and working capital management

**Executive Comment**

**Mr. R. Mukundan, Managing Director, Tata Chemicals Ltd.,** said, *“This quarter registered good performance across businesses in India, as well as other geographies, in spite of challenges faced on several fronts. Strong focus on operational excellence helped maintain the steady performance of the Indian Chemicals and Consumer business. Our North American, European and African operations performed well due improved reliability of operations. We remain committed to our focus on driving best in class operational excellence.*

*In the consumer product business, we thank our consumers for their continued support towards Tata Salt, which was ranked as one of the Most Trusted Brand by the Brand Equity Survey. The recent products launched under the umbrella brand of Tata Sampann have also received a very encouraging response and are being made available across regions in the country. However, there has been a short term impact on performance post the government intervention on capping prices of pulses.*

*The fertilizer business showed good performance driven by tight focus on working capital and operational excellence backed on a normal monsoon and healthy demand, despite continued pressure of high subsidy outstanding at Rs 1,323 Cr.*

*Going forward, we will continue our focus on the delivering operational excellence across our business and driving growth in consumer products and specialty chemicals.*

**About Tata Chemicals**

CIN No: L24239MH1939PLC002893

A part of the over US\$ 100 billion Tata Group, Tata Chemicals Limited, is a global company with interests in businesses that focus on LIFE —Living, Industrial and Farm Essentials. The story of the company is about harnessing the fruits of science for goals that go beyond business.

Through its Living Essentials portfolio the company has positively impacted the lives of millions of Indians. Tata Chemicals is the pioneer and market leader in India's branded Iodised salt segment. Extending its portfolio from salt to other food essentials, the Company unveiled India's first national brand of pulses, followed by a range of spices housed under the Tata Sampann brand. Tata Chemicals has been rated as one of the top 10 in Business and Consumer brands across all industry and consumer brand categories in India by Superbrands.

The company's Industry Essentials product range provides key ingredients to some of the world's largest manufacturers of glass, detergents and other industrial products. Tata Chemicals currently is the world's second largest producer of soda ash with manufacturing facilities in Asia, Europe, Africa and North America.

With its Farming Essentials portfolio, the company has carved a niche in India as an agri-inputs provider. It is a key player in specialty and complex fertilisers and, through its subsidiary Rallis, has a strong position in the crop protection business.

The Tata Chemicals Innovation Centre is home to world class R&D capabilities in the emerging areas of nanotechnology and biotechnology.

In line with its mission, 'serving society through science', the company is applying its expertise in sciences, to develop high-tech and sustainable products

**For more information please contact:**

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