



February 6, 2018

BSE Limited
Corporate Relations Department- Listing
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Dalal Street,
Mumbai 400001
Tel; 22721233/34
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Scrip Code: 500770

The Manager
Listing Compliance Department
The National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex
Bandra (East), Mumbai 400051
Tel: 26598236
Fax: 26598237
Symbol: TATACHEM

Dear Sir/Madam,

Sub: Presentation for Analysts' Call
Ref.: Letter dated January 23, 2018 informing about Analysts' Call

Further to our referred letter, please find enclosed presentation for the Analysts' Call scheduled on February 7, 2018.

A copy of the presentation is also uploaded on the Company's website www.tatachemicals.com.

You are requested to take the same on record.

Thanking you,

Yours faithfully,
For Tata Chemicals Limited

Rajiv Chandan
General Counsel & Company Secretary

Encl: As above

TATA CHEMICALS LIMITED

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CIN : L24239MH1939PLC002893

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Analyst / Investors Communication on Financial results for the period
Q3, December 2017 of FY2017-18

Dated: 6th February 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

Q3 FY18 vs. Q3 FY17

- ❖ Consolidated Revenue up by Rs 68 Crs. (↑ 3% up vs. Q3 FY17)
- ❖ Standalone Revenue down by Rs 19 Crs. (↓ 2 % vs. Q3 FY17)
- ❖ Consolidated Net Profit up by Rs 348 Crs. (↑ 176% vs. Q3 FY17)
- ❖ Standalone Net Profit up by Rs 9 Crs. (↑ 6% vs. Q3 FY17)
- ❖ Consolidated Earnings per share is at Rs 21.41 vs. Rs 7.74 per share.

9m FY18 vs. 9m FY17

- ❖ Consolidated Revenue down by Rs 296 Crs. (↓ 4 % vs. 9m FY17)
- ❖ Standalone Revenue down by Rs 292 Crs. (↓ 10 % vs. 9m FY17)
- ❖ Consolidated Net Profit up by Rs 353 Crs. (↑ 57 % vs. 9m FY17)
- ❖ Standalone Net Profit down by Rs 24 Crs. (↓ 5 % vs. 9m FY17)
- ❖ Consolidated Earnings per share is at Rs 38.32 vs. Rs 28.48 per share.

Key Highlights

- ❖ Urea and Phosphatic Fertiliser Operations are disclosed as Discontinued Operations
- ❖ **Consolidated Net Debt** ↓ to **Rs. 4,128 Crs** from **Rs. 5,573 Crs** (Mar 17)
- ❖ **Consolidated Cash & Cash equivalent** as at 31st Dec 2017 was **Rs. 1,849 Crs.**
- ❖ **On a Standalone basis**, the Company is **Net Debt free**
- ❖ **Standalone Cash & Cash equivalent** as at 31st Dec 2017 was **Rs. 1,189 Crs.**

Key Highlights : Quarter ended 31 Dec, 2017

Rs in Crore	Consolidated			Standalone		
	Q3 Dec17	Q3 Dec16	Var	Q3 Dec17	Q3 Dec16	Var
Continuing Operations						
Revenue	2,574	2,506	68	912	931	(19)
EBITDA	563	514	49	228	240	(12)
<i>EBITDA margin</i>	22%	21%		25%	26%	
Profit Before Tax	421	317	104	187	205	(18)
Profit After Tax	545	198	348	153	144	9
Discontinued Operation						
Profit After Tax	214	66	148	214	66	148
Profit After Tax (combined)	759	264	496	367	210	157

- PBT is after Exceptional Items
- PAT is after NCI & Share in associate

Key Highlights : YTD 31 Dec, 2017

Rs in Crore	Consolidated			Standalone		
	YTD Dec17	YTD Dec16	Var	YTD Dec17	YTD Dec16	Var
Continuing Operations						
Revenue	7,790	8,086	(296)	2,606	2,898	(292)
EBITDA	1,678	1,622	56	665	695	(30)
<i>EBITDA margin</i>	<i>22%</i>	<i>20%</i>		<i>26%</i>	<i>24%</i>	
Profit Before Tax	1,199	1,105	94	632	651	(19)
Profit After Tax	976	624	353	449	473	(24)
Discontinued Operation						
Profit After Tax	288	59	229	288	59	229
Profit After Tax (combined)	1,264	683	581	737	532	205

- PBT is after Exceptional Items
- PAT is after NCI & Share in associate

Key Highlights : Business

Consolidated

- TATA Chemicals North America (TCNA) operations continue to maintain steady performance backed by favourable production volumes and profitability.
- One-off impacts in TCNA includes:
 - Actuarial gain on changes to certain Post Retiral Medical Plans
 - Repeal of Alternative Minimum Tax in recent US tax legislation changes, allows recovery of previously unrecognised tax payments.
- TCEHL operations showed improved efficiencies across all business units. Lower sales of traded ash.
- TCML continued improvement in operational performance with higher volumes and improved realisations.
- Rallis India registers stable performance despite market challenges

Standalone

- India Chemicals business registered good volumes and profitability due to operational efficiencies
- Consumer Business continues to focus on growing volumes across categories. Tata Salt posts robust volumes with growth back on track.
- Urea and Phosphatic fertiliser businesses have been classified as Discontinued operations.
- Outstanding Gross Subsidy receivable as at 31st Dec 17 was Rs 1,524 Crs (Rs 1,228 Crs as on 30th Sept 17).

Key Highlights: Update on the Divestments

Urea & Customised Fertiliser

- All requisite regulatory approvals, including NCLT approval, has been received.
- Transfer of assets to Yara Fertiliser India Private Limited completed on 12th Jan 18
- Total Consideration received is Rs 2,682 Crore

Phosphatic Fertiliser

- Transfer of Haldia operations, including Agri-Trading (bulk & non bulk) business on track.
- Transaction is expected to complete by March 2018.

Results : Subsidiary wise Financials

Quarter Ended Dec– Continuing Operations

Rs Crs	TCL India		TCNA		TCEHL		TCAHL		Rallis		Consolidated	
	CY	PY	CY	PY	CY	PY	CY	PY	CY	PY	CY	PY
Revenues	912	931	787	809	374	399	176	145	390	365	2,574	2,506
EBITDA	228	240	180	183	63	51	27	12	38	44	563	514
PBT	187	205	160	92	25	23	11	6	28	32	421	317
PAT	153	144	327	40	24	23	11	4	25	25	545	197

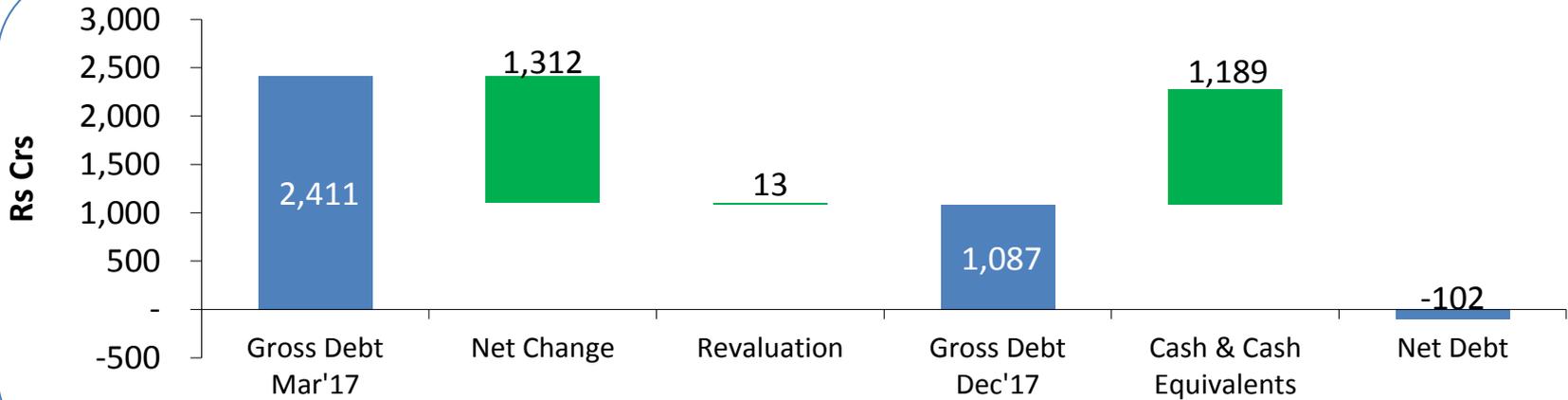
YTD Dec – Continuing Operations

Rs Crs	TCL India		TCNA		TCEHL		TCAHL		Rallis		Consolidated	
	CY	PY	CY	PY	CY	PY	CY	PY	CY	PY	CY	PY
Revenues	2,606	2,898	2,439	2,457	1,068	1,206	514	434	1,438	1,419	7,790	8,086
EBITDA	665	695	547	533	139	146	78	29	230	226	1,678	1,622
PBT	632	651	371	296	31	51	40	9	202	348	1,199	1,105
PAT	449	473	423	134	31	52	37	6	148	266	976	624

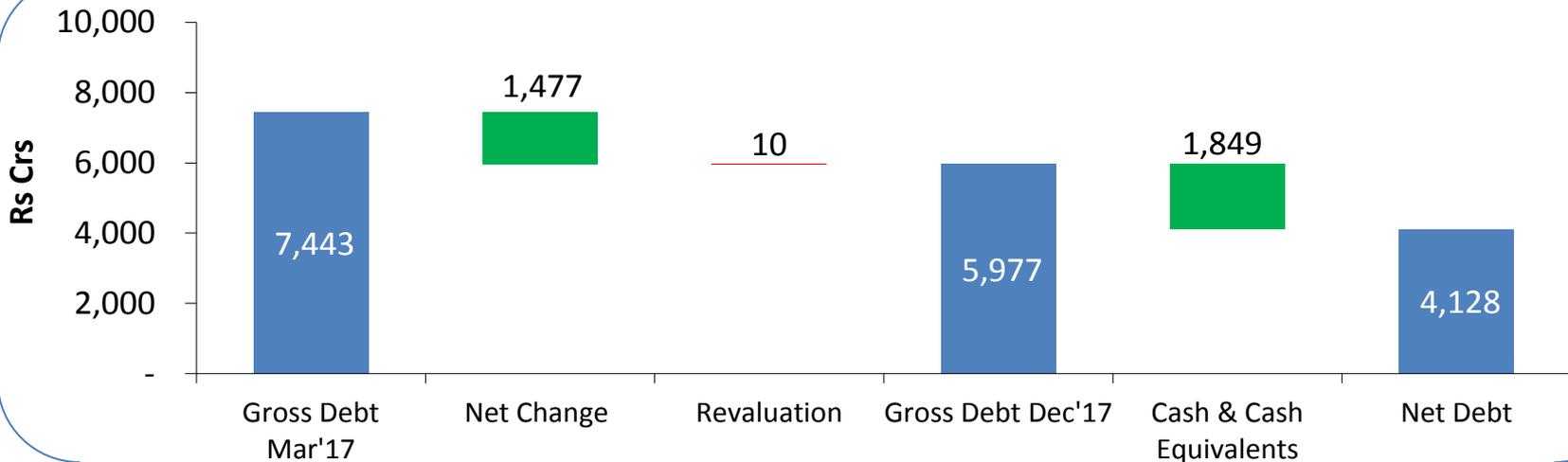
- Consolidated nos are after SPV & eliminations
- PBT is after Exceptional Items
- PAT is after MI & Share in associate

Debt position as on Dec 2017

Standalone



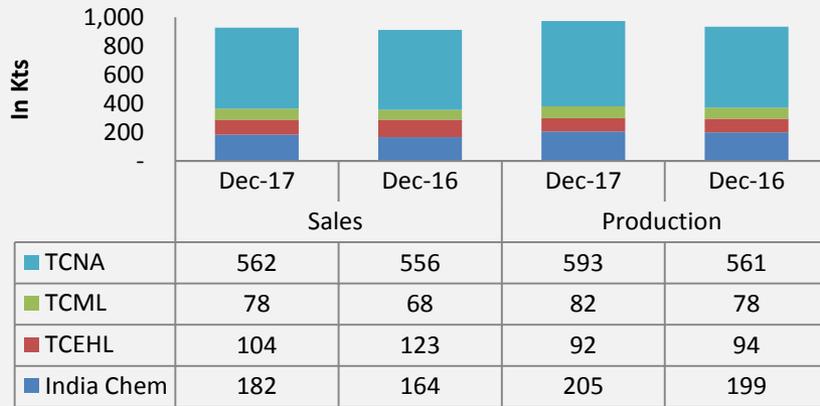
Consolidated



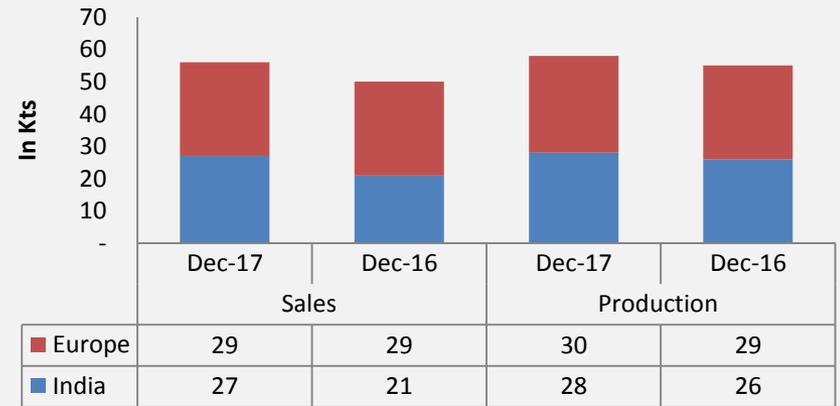
Gross Debt = Long Term Debt + Short Term Debt + Current Maturities

Volumes : Q3 – Dec 2017 for Key products

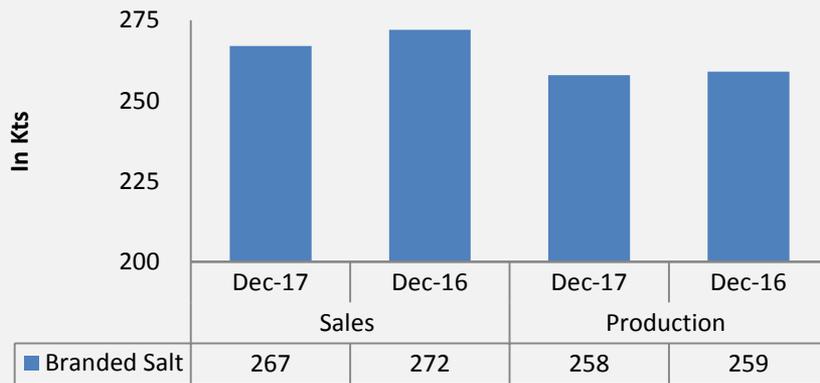
Soda Ash volumes (In Kts.)



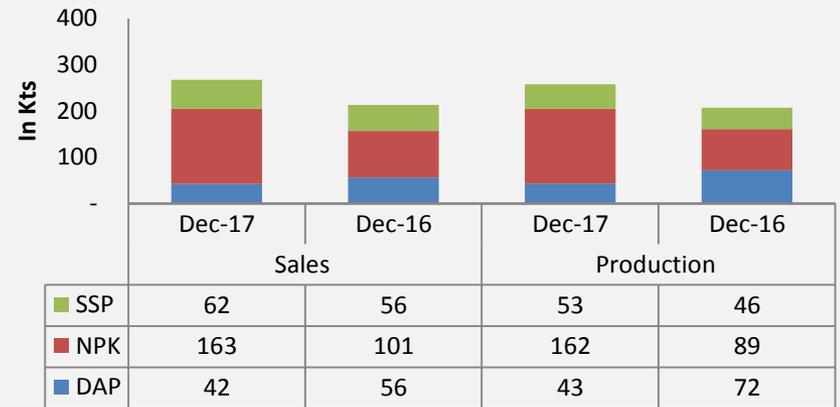
Sodium Bicarbonate volumes (In Kts.)



Branded Salt (In Kts.)
(including TATA Salt & i-shakti)

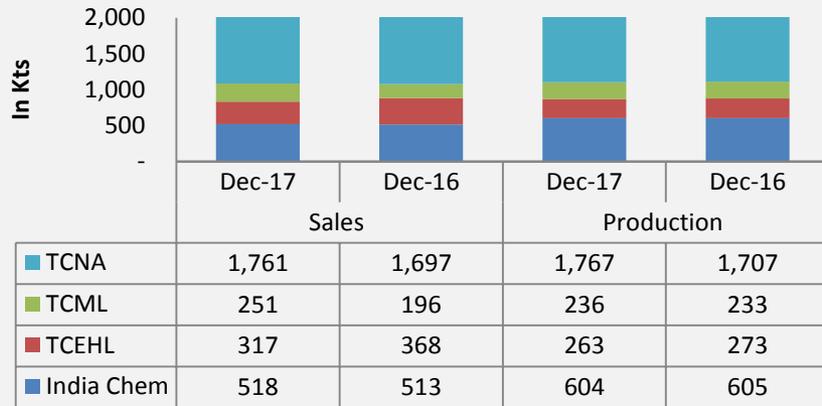


Phosphatic Fertilizers volumes (In Kts)

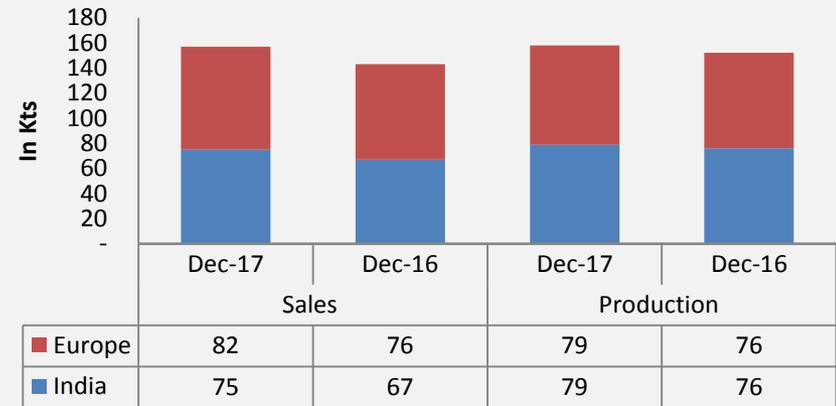


Volumes : YTD Dec 2017 for Key products

Soda Ash volumes (In Kts.)



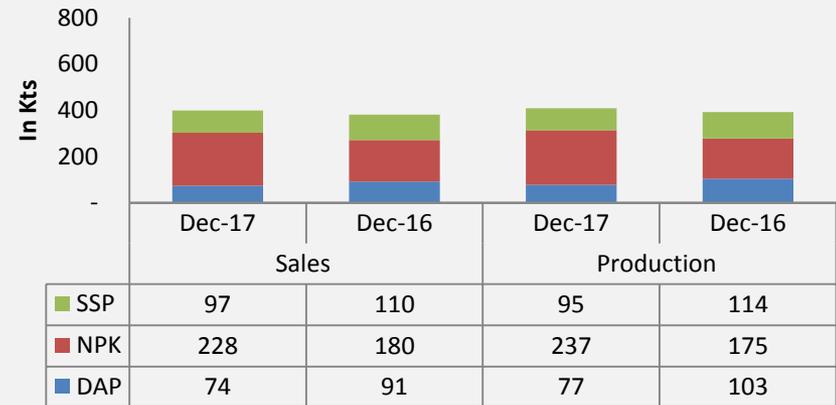
Sodium Bicarbonate volumes (In Kts.)



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Phosphatic Fertilizers volumes (In Kts.)

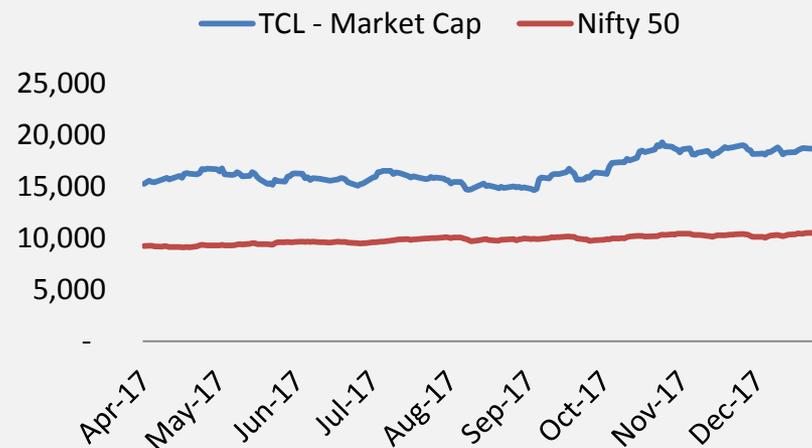


General Information

TATA Chemicals - Share Price movement (close)



TCL- Market Capitalisation and Nifty 50 Index



TATA Chemicals - Shareholding pattern

Shareholding (in %)	Mar-17	Sept-17	Dec-17
Promoter & Promoter Group	30.8%	30.8%	30.8%
<u>Public Shareholding</u>			
Institutions	43.4%	43.1%	43.0%
Non institution	25.8%	26.1%	26.2%
Total	100.0%	100.0%	100.0%

Exchange Rate (Average)

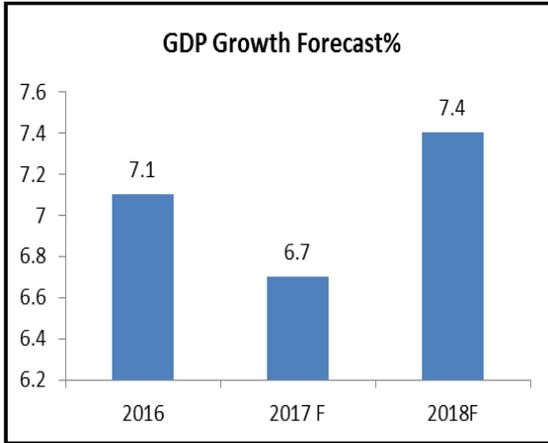
Date	Rs / USD	Rs / GBP
31-Dec-16	67.113	89.149
31-Mar-17	67.074	87.571
30-Jun-17	64.473	82.538
30-Sept-17	64.390	83.378
31-Dec-17	64.494	84.206

Update

- Deleveraging of the balance sheet is complete
- Focus now shifts to growth

India Growth Story

1 India has emerged as the fastest growing major economy in the world as per the CSO and IMF



India is expected to be one of the top three economic powers of the world over the next 10-15 years, backed by its strong democracy and partnerships.

2 Improved global rankings highlighting favourable economic growth in India

- Moody's upgraded India's sovereign rating after 14 years to Baa2 with a stable economic outlook.
- India has improved its ranking in the World Bank's Doing Business Report by 30 spots over its 2017 ranking and is ranked 100 among 190 countries in 2018 edition of the report.
- India's ranking in the world has improved to 126 in terms of its per capita GDP, based on purchasing power parity (PPP) as it increased to USD 7,170 in 2017, as per data from IMF.

3 Growth outlook on the back of digitisation, globalisation, changing consumption patterns, favourable demographics & govt. reforms

- Huge domestic market with a rapidly increasing middle class and overall population.
- By 2030, Indian middle class is expected to have the second largest share in global consumption at 17 per cent.

- Investments in the Indian manufacturing sector have been on the rise, both domestic and foreign. FDI in the sector reached US\$ 4.09 billion between April – September 2017
- Most sectors are open to 100 per cent FDI under automatic route.

ADVANTAGE INDIA

- Increasing share of young working population in the total population. India can achieve its full manufacturing potential as it looks to benefit from its demographic dividend and a large workforce over the next 2-3 decades.
- A resource-rich country with 4th largest reserves of coal in the world and immense potential for renewable energy like solar and hydro, ready to meet the needs of growing industry.

- National Investment and Manufacturing Zones developed to create an ecosystem for industries in India.
- Initiatives like 'Make in India' and sector specific incentives to various manufacturing companies, aiming to make India a global manufacturing hub.
- Skill India, a multi skill development programme has been started to equip the workforce with the necessary skills required by the sector.

4 New Consumer classification system (NCCS) has highlighted the increased potential of the rural market in India

% distribution of earlier SECs across NCCS

	NCCS A	NCCS B	NCCS C	NCCS D	NCCS E
SECA	79	16	3	1	
SEC B	47	33	13	6	1
SEC C	20	37	25	16	2
SEC D	6	21	40	26	7
SEC E	1	6	29	39	26
R1-R4	6	10	17	29	38

33% of erstwhile Rural population has been classified as NCCS 'C' or higher

Total Population: 1.36 Billion

*World Economic outlook –IMF Oct'17, IBEF-Jan'2018 update, IBEF Manufacturing Report – Dec'2017

*Drishti food report, *Maxus Media report

**CSO - Central Statistics Organisation, IMF - International Monetary Fund

Updates of Growth Projects

- Nutritional Solutions – Nellore, AP
 - Board Approval – Feb 8 2017
 - Total investment of Rs 270 Crore
 - Total Capacity of 5,000 TPA
 - Investment to setup state-of-the-art biotechnology unit for manufacturing of FOS – natural sweetener which is used in infant milk powder, cereals, dairy, etc.
 - Project work is on schedule
- Highly Dispersible Silica (HDS) – Gujarat
 - Board Approval – Feb 8 2017
 - Total Capacity of 50,000 TPA
 - Investment to setup manufacturing unit for precipitated HDS mainly used in rubber and tyre Industry.
 - Total investment of Rs 295 Crore
 - Project progressing as per plan

Kick-off ceremony at Nellore in November17

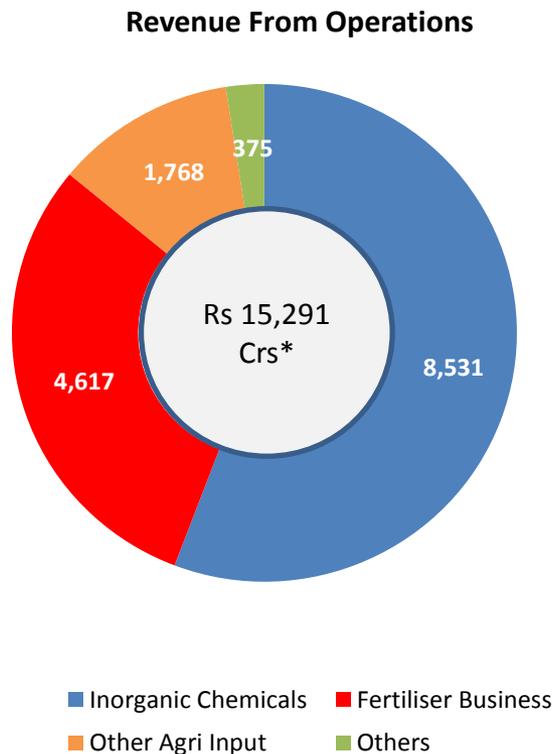


Site Layout



TCL's Strategic Direction Ahead

FY 17 SEGMENTAL REVENUE (CONSOLIDATED) (₹. CR)



STRATEGY GOING FORWARD

EXIT



Exited regulated businesses & grow through brands backed by science based differentiation

MAINTAIN Industrial Chemicals



Maintain Cost Leadership & scale further through Operational Excellence. Add 'Next Gen' chemicals as growth lever

BUILD Specialty Chemicals



Develop niche portfolio through scientific innovation at IC & acquisition of niche Specialty Chemicals opportunities

GROW Branded Consumer Foods



Grow through increased product portfolio and strategic sourcing

Industrial Chemicals (Soda Ash & Cement)
Rs 6,885 Crs (FY17)
Rs 5,017 Crs (9M)

Specialty Chemicals (Rallis, Bicarb, Marine, Caustic, Nutra, HDS)
Rs 2,038 Crs (FY17)
Rs 1,649 Crs (9M)

Branded Consumer (Salt, Pulses & Besan, Spices)
Rs 1,752 Crs (FY17)
Rs 1,123 Crs (9M)

* Excludes Unallocated Revenue of Rs 2 Crs (FY17) & Rs 1 Crs for (9M)



Living, **I**ndustry and **F**arm **E**ssentials.

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